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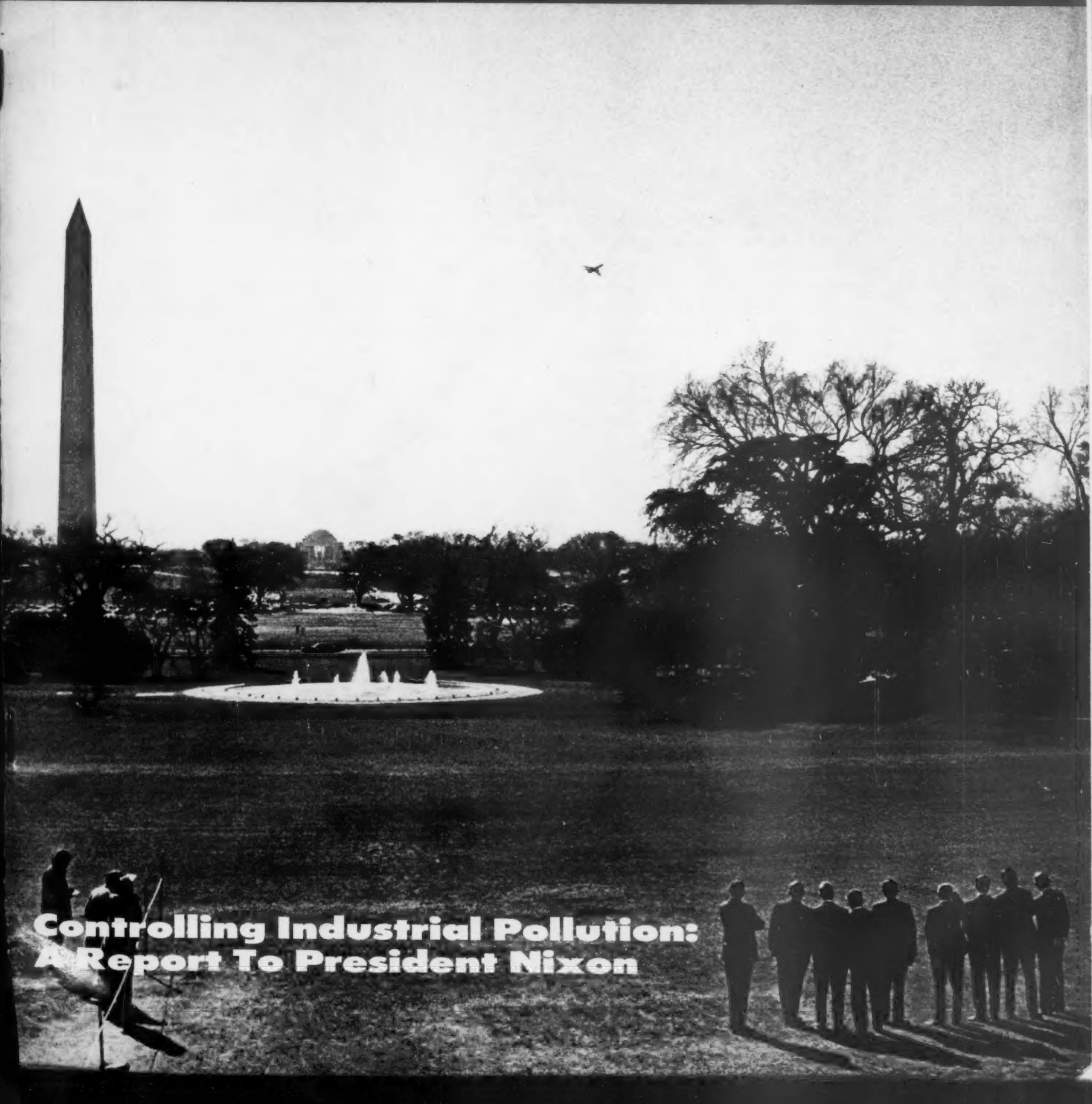
Commerce Today

Coming Developments in Business and Technology



Controlling Industrial Pollution: A Report To President Nixon

FROM THE SECRETARY

The Value Of Competitive Enterprise

Recently I had an opportunity to meet with a group of young people who seemed to have little understanding of the value of competitive enterprise in America.

The occasion provided me a welcome chance to put forward seven fundamental propositions concerning the American enterprise system for them to consider.

Best system

These are:

Proposition No. 1: No nation on earth has been better served by its economic system than we have been served by ours. The United States has found a process which, while admittedly imperfect, is superior to any other ever designed, and it would be foolish to abandon what we have.

Proposition No. 2: The needs and satisfactions of people cannot be met without increasing material wealth.

Only by greater productivity can we have less disease and suffering, better education, more recreation and travel, better foods, more conveniences, and wider choice in all we want, with less personal exertion. Only by material progress can we raise and improve the standards for the deprived and the underprivileged.

Essential technology

Proposition No. 3: The achievement word for today's young people is technology; a simple definition of that word would be "the attainment of more goods for mankind with less human effort."

We look to technology to eliminate air and water pollution, to make artificial hearts, safer automobiles, clean fuels, better housing, safe pesticides, advanced drugs and chemicals, nuclear power, a cure for cancer, and control of the weather. All of our human pursuits, essential to a better life, depend increasingly upon technological advances.

Proposition No. 4: The material things we have accomplished are the result of a superior American business system. They were not created by government and they did not just happen.

This system works so well because it gives more freedom than any other in the world for men to satisfy their primary instinctive urges to compete, to excel, to acquire and to own.

Responsibility

Proposition No. 5: Despite its imperfections, the American system deserves a high grade in terms of giving value to the consumer and to the community. A very high proportion of American business is honorable, honest and responsible. To be sure, there are malefactors, but most of American business shares a fundamental integrity which serves the country well.

Proposition No. 6: There is, nevertheless, a lot of work to be done to clean up the air, the water, and the landscape, to protect the consumer from dishonesty in any form, and to help the underprivileged and the unfortunate.

On this, American business has the message. It is today wholly aware of the demands of society for improvement of the environment and the marketplace, and for accepting a greater social responsibility. It is doing much on its own and will do more to meet these demands.

Building

Proposition No. 7 follows easily: the best way to plot the future is to build on what we have today. The unevenness and imperfections of society can be removed in an orderly way without risking what we have that is good.

Our system of business and industry is the economic engine of American superiority. In the future more than ever before, we will need its inventiveness, its productivity, its incentives and its rewards.

Maurice H. Stans

Commerce Today

Incorporating *International Commerce*

Vol. I, No. 10, February 22, 1971

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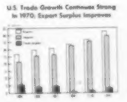

Despite a sluggish economy, last year's exports rose faster than any year since 1964. Imports also climbed rapidly.

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COVER: *National Industrial Pollution Control Council officials and participants in the Council's meeting February 10 watch at right (and also on Page 5) from the White House lawn with President Nixon and Secretary Stans a TWA demonstration of a method of correcting aircraft engine pollution.*

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ECONOMIC
HIGHLIGHTS

Analysis Of Leading Business Indicators Shows Basic Uptrend Continued Despite GM Strike

Economic Highlights is prepared by Dr. Harold C. Passer, Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

The leading business indicators provide a useful tool for forecasting economic conditions generally, and have the added advantage of flexibility for detecting underlying trends even when there are special distorting influences such as the recent automobile strike.

The leading indicators are statistical series that tend to change direction in advance of the economy as a whole. New orders for durable goods, for example, are a leading indicator, as the empirical record demonstrates, because they measure economic change at an early stage of what is sometimes a long production process. Housing permits lead homebuilding activity for the same reason. The average work week is a leader because changing working hours is the easiest and fastest way to adjust production to changes in demand.

The leaders, like other forecasting methods, do not have a perfect record but on the whole have proved a reliable guide.

The composite leading index provides a summary of the leading indicators. It is composed of the twelve leaders generally regarded as the most reliable. As the first chart indicates, this index peaked in September shortly before the high point of total economic activity, which was near the end of the year.

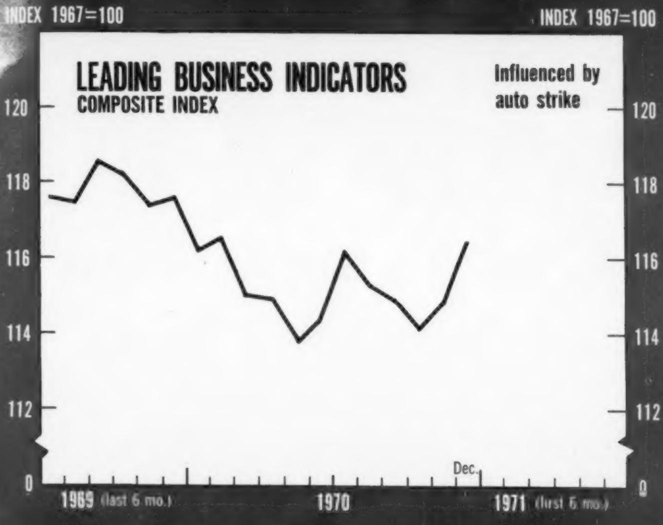
The leading composite continued to decline until May 1970. Since then, the leaders have moved erratically from month to month, but with a distinct upward tilt. Starting in September, the automobile strike caused fluctuations in the leaders, making it difficult to assess the underlying trend of business activity.

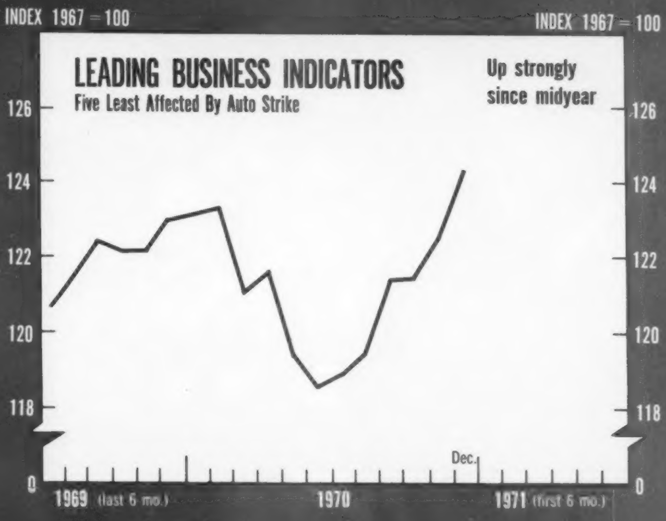
In an attempt to sort out the effects of the strike from the basic trend of the economy, the composite has been divided into two separate indexes, one made up of the seven series that are influenced most by the strike —such as new orders, inventory change, etc. —and the other composite made up of the five series influenced least. The five series in the least-affected composite are contracts and orders for plant and equipment, the index of net business formation, common stock prices, industrial raw materials prices, and new housing permits.

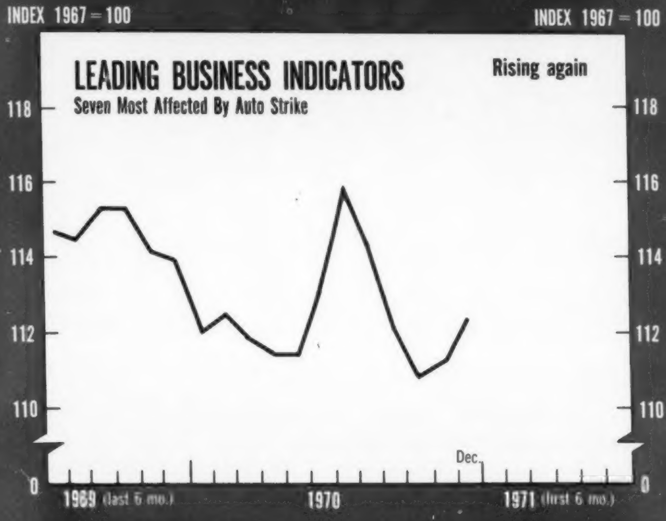
After September, the composite of severely affected leaders moved down sharply, as would be expected. The least-affected leaders, however, continued to rise. In December, following settlement of the strike, both composites advanced. It is clear, therefore, that the economy was on the rebound before the strike took place and that, through the strike and beyond, the underlying direction of the economy has and continues to be upward.

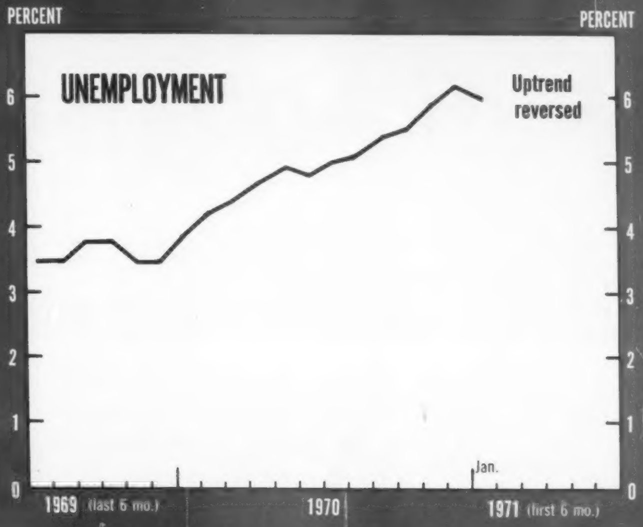
The unemployment rate fell in January, the first decline in seven months. Although there may be occasional monthly setbacks, the economic expansion now under way will further reduce the unemployment rate as the year progresses. The dramatic decreases in short-term interest rates are continuing; yields on Treasury bills for February are likely to average below 4 percent. Long-term rates also are trending sharply downward.

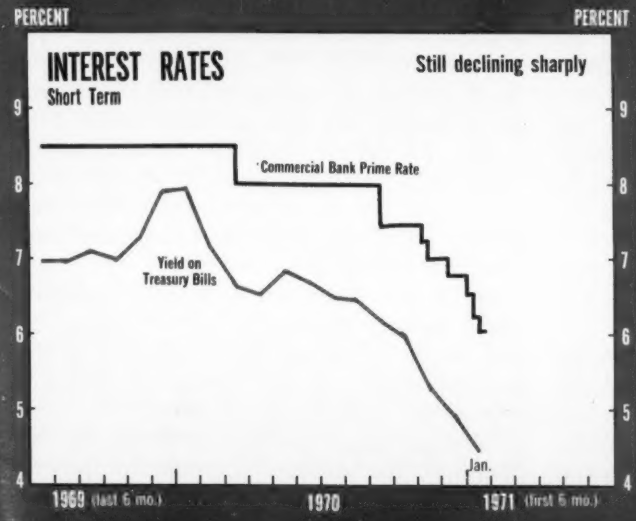
Latest Indicators

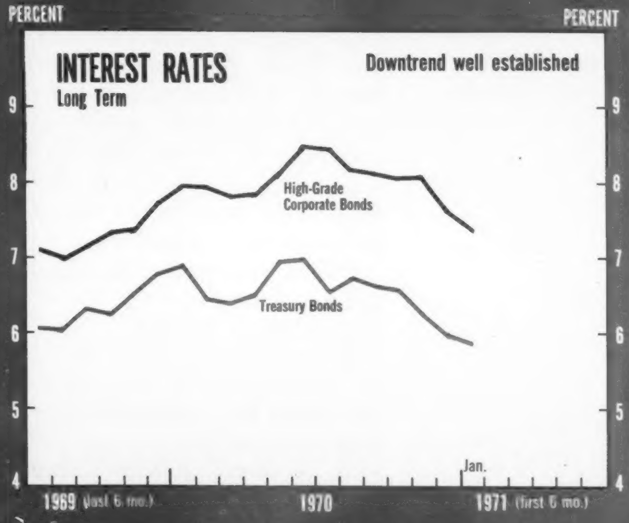












All data seasonally adjusted, except interest rates.

Commerce Today
February 22, 1971
Vol. I, No. 10

Mapping A Battle Against Pollution

National Industry Control Council Reports Its Recommendations To The President

A major, broad-scaled industry/government campaign is rapidly shaping up in this country to eliminate industrial pollution.

This is clearly evident in a National Industrial Pollution Control Council (NIPCC) report delivered personally to President Nixon Feb. 10 by Commerce Secretary Stans, accompanied by about 200 of the nation's top corporate heads who make up the 10-month-old Council and its Sub-Councils. The White House visit came during the course of an all-day meeting in Washington.

NIPCC was created last April by the President to find answers to the troubling industrial pollution problems.

Since the Council and its 30 Sub-Councils began actual deliberations last June, this organization has identified the principal industrial pollution control and abatement problems. A series of NIPCC reports is being developed on various aspects of the pollution problems. Additionally, the Council has developed a casebook of 150 voluntary pollution cleanup actions underway in industry and a document of commitments by 160 industrial organizations of planned anti-pollution actions.

During delivery of these documents to the White House, the members of NIPCC heard the President say that he was "not among those who believe that the United States would be a wonderful place in which to live if we could just get rid of all of this industrial progress that has made us the richest and strongest nation in the world."

Those who claim the answer to pollution "is to destroy the system or to weaken the system that produced the greatest progress that the world has ever seen . . . simply are missing the point," said the President.

"Having sent a pollution message to the Congress," he added, . . . I welcome the opportunity to say to the American people

AIR WATCH—*From the lawn of the White House, the President and Secretary Stans, center, watch with officials and participants in the National Industrial Pollution Control Council meeting the air pollution demonstration depicted on the cover. They are, from left, Laurance Rockefeller, Chairman, Citizens Advisory Committee on Environmental Quality; William D. Ruckelshaus, Administrator of the Environmental Protection Agency; Russell E. Train, Chairman of the Council on Environmental Quality; Bert S. Cross, 3M Company, NIPCC Chairman; Willard F. Rockwell, Jr., Board Chairman and President, North American Rockwell Corp., and NIPCC vice chairman; Charles C. Tillinghast, Jr., Chairman, TWA, and chairman of NIPCC's Airlines and Aircraft Sub-Council; and John Whittaker, Deputy Assistant to the President. It is the first time the nation's top environmentalists have been pictured together.*

through this meeting that American industry is also against pollution, that American industry is bearing a great share of the cost, not only in time and in effort, but in money to wage the battle for clean water, clear air, and more open space."

The President said that "American industry is not the enemy of the good life, but actually because of what American industry does, because of what it is doing, it not only provides jobs and better incomes and better housing, better clothing for American people but also that American industry is concerned, just as concerned as the man in government is about a better life for our children, an America in which we can have the clean air, the clean water and the quality of life that we believe is the American heritage."

Government "is not here to beat industry over the head," he assured the industrialists. "We are not here to make the industrial leaders of this country . . . the scapegoats for this problem."

Asks new controls

The President's environmental message to the Congress requested new controls to clean up the nation's air and water, reduce noise, and end indiscriminate use of pesticides and toxic substances.

In its report to the President and to Russell E. Train, Chairman of the Council on

Environmental Quality, the Pollution Control Council recommends:

- A massive industry-government collaboration be undertaken to assure the prompt and effective achievement of international environmental accords. Recent concerns about harmful pollution of some imported food products arriving in the American market, such as mercury contamination of some seafoods, the report points out, have dramatized the fact that care for the environment must be universal. Some less industrially-advanced nations are reportedly promoting their territories as havens from pollution controls. Others are considering environmental regulatory actions which could have the effect of imposing new non-tariff trade barriers or which could accentuate existing competitive disadvantages unnecessarily.
- "Permanent subsidies" should not be established for pollution control.
- No system should be established to sell rights to pollute the environment. The economic consequences of pollution control need to be given priority attention in the establishment of environmental standards and in the enforcement or inducement of desired reduction in pollution.

The Council observes that some enterprises such as those with limited access to new capital either because of small size or low return on investment, may need assistance in meeting pollution control and abatement requirements. Also, user or service charges for coordinated or centralized systems to clean up the environment may prove to be the most effective approach in some situations. The report adds that environmental taxes are a deceptively attractive new source of public revenue which might perpetrate pollution rather than clean it up.

- Pollution controls should be based on evidence of reasonable likelihood of harm to man and his environment. Under the pressures of environmental concern, the report points out, innovation is threatened. The view is heard that no material should be permitted to be released into the environment unless it can be shown to be harmless to man and his environment.
- An orderly approach to the adoption of soundly-based pollution control standards under strong Federal leadership. Some stand-

PRESIDENT SPEAKS—*President Nixon addresses the National Industrial Pollution Control Council in the White House telling them the Administration does not intend to make industry the "scapegoat" for the nation's pollution problems. Government will not "beat industry over the head," he said.*

ards have been established which are unachievable with presently available technology or are unattainable at economically tolerable costs, the report states. Conflicting local standards have been adopted which threaten to disrupt the nation-wide market systems. Environmental quality standards, once established, have been changed repeatedly, not always on the basis of new evidence of harm to man and his environment but often in response to emotional appeals not based on facts.

The complexity of modern technology, the time required to plan and implement costly changes in plant, equipment and products, and the critical importance of efficient use of available capital in the struggle to control inflation and improve productivity strongly reinforce the inherent need of the competitive enterprise system for an orderly approach to changes in environmental quality regulations related to the conduct of business, the report adds.

The Council reports that "no comprehensive and reliable data exists as to the amounts which have been or are being spent by American industry on pollution control and abatement. Estimates in current use are based on extrapolation from bases of doubtful value."

However, private company statements to the Secretary of Commerce regarding pollution control expenditures include some impressive figures. For example:

- A major petroleum and petrochemicals company reports having spent $21.8 million on air and water pollution control in the U.S. between 1966-68.
- A large farm equipment manufacturer reports 1970 expenditures of $1 million for air pollution control.
- A large aluminum company reports expenditures on air pollution control over the last 20 years of $55 million and an anticipated expenditure of $50 million in the next five years.
- A large rubber products manufacturer reports having spent more than $8 million on air and water pollution controls over the past five years and a 1970 expenditure of $3.7 million.
- An estimate of total steel industry expenditures on pollution control and abatement indicates a $350 million current annual rate and more than $370 million in new capital investments in the steel industry identified for pollution control and abatement in the period 1966-69.
- An aircraft engine manufacturer estimates development and installation of noise suppression equipment on commercial jet aircraft has cost U.S. airlines $200 million to date.

Another example of air pollution cleanup was demonstrated to the President and Council when two scheduled TWA airliners were observed taking off from National Airport. One bound for Chicago left a trail of black smoke but an Indianapolis-bound jet fitted with an engine device to burn the black fuel exhaust left just a trace against the blue sky of the capital.

Points out cost

The President pointed out that the cost to TWA to equip its entire fleet with this device would be approximately $2 million.

Speaking to the Council's luncheon at the State Department, William D. Ruckelshaus, recently-appointed Administrator to the new Environmental Protection Agency, pointed out the irony of the "sublime achievement of Apollo 14: three men unerringly 'on target' to the moon, just a few days after two oil tankers couldn't find their way across San

SERIOUS CONCERN—*Industry's pollution problems are discussed by, from left, Under Secretary of Commerce Rocco C. Siciliano, Deputy Assistant Secretary of Commerce Walter A. Hamilton, who is Executive Director of the National Industrial Pollution Control Council, and Edward N. Cole, President of General Motors, at NIPCC meeting at the State Department.*

AN ENVIRONMENTALIST SPEAKS—*Laurance Rockefeller, Chairman, Citizens Advisory Committee on Environmental Quality, addresses the top industry figures who make up the National Industrial Pollution Control Council at the State Department, during the all-day meeting on the Council's program.*

Francisco Bay in the fog—with ecological results we're now all aware of."

He called the nation "underdeveloped" despite the fact that "most of us live longer, are healthier, better nourished, better housed, and better off by almost every measure of ease, comfort, convenience, and security than ever before in the history of man."

In urban areas, rich and poor alike "have a low-grade of air to breathe, a low grade of available recreational facilities; a low-grade of water, a high-rate of unwanted noise, congestion, inconvenience and ugliness." But he said the establishment of the Environmental Protection Agency "has increased enormously our capacity to attend to the urgent environmental problems that already engulf us."

He told the Council that his agency "will use all other reasonable measures before recommending legal action against polluters." He said he realized that statements made by him "can militate social opinion against corporations and polluters, and I am determined to wield the social power at my command as even-handedly and fairly as I seek legal action. Guided by fairness, I will make accusations when in my opinion they are warranted, and I will seek court action when there is no other reasonable recourse."

Solid performance demanded

He warned that the public "wants clean air, clean water, sensible use of resources, no brown-outs and no smog-outs, no products, conveniences or services that poison them slowly or quickly, no beautiful high-sounding claims by industry or Government that are not backed by solid performance, no short-term gains and long-term losses, no lame excuses, no nonsense."

Now that the Pollution Control Council has

POLLUTION PROBLEMS—*Participants at the National Industrial Pollution Control Council (NIPCC) meeting included, from left, Bert S. Cross, a NIPCC chairman; William D. Ruckelshaus, Administrator, Environmental Protection Agency; and Russell E. Train, Chairman, Council on Environmental Quality.*

identified many of the pollution problems in the industries of the nation, many associations and other industry organizations are in the process of increasing their efforts to collect and make available more precise information about pollution control and abatement activities.

These efforts are handicapped, however, by the lack of precise definition of pollutants, lack of agreement on pollution measurement techniques, non-uniform accounting practices for compilation of capital and operating costs attributable to pollution abatement and control, and severely underdeveloped systems of information exchange about what is being done in the way of pollution control and abatement research, demonstrations and practical achievements obtained by programs already underway.

All of these need more and urgent support from both industry and government if policies and programs are to be soundly conceived and implemented, the Council emphasizes.

Chairman of NIPCC is Bert S. Cross of the 3 M Company. Willard F. Rockwell, Jr., Board Chairman and President of North American Rockwell Corporation, is vice chairman. Walter A. Hamilton, Deputy Assistant Secretary of Commerce, is Executive Director of the Council.

Recently-published reports of the National Industrial Pollution Control Council are now available from the Government Printing Office as follows:

Acid Mine Drainage, 20¢; Animal Slaughtering and Processing, 20¢; Deep Ocean Dumping of Baled Refuse, 20¢; Detergents, 20¢; Exhaust Emissions from Gas Turbine Aircraft Engines, 30¢; Glass Containers, 25¢; Junk Car Disposal, 40¢; Mathematical Models for Air Pollution Control Policy Decision Making, 30¢; Noise from Gas Turbine Aircraft Engines, 30¢; Analysis of Pollution Problems, 30¢; Regionally Consolidated Industrial Wastewater Treatment, 30¢; Waste Disposal in Deep Wells, 25¢; Wood Products, 25¢; Air Pollution by Sulfur Oxides, 20¢; Animal Wastes, 20¢; Mercury, 20¢.

U.S. Foreign Trade Now Tops $82 Billion

1970 Full Year Review Shows Fastest Sales Gain Abroad Since '64; Imports Also Climb

U.S. trade with foreign countries expanded strongly last year. Both exports and imports increased more rapidly than in 1969 or than the trend in the sixties. For this year, the export growth rate is expected to moderate and imports to climb faster, as reported in the U.S. trade outlook article in the Jan. 11 issue of *Commerce Today*.

Exports, excluding military grant aid, totaled $42.7 billion in 1970. The 14 percent advance—the fastest annual increase since 1964—compared to a 9½ percent gain in the preceding year and an average annual increase of 7½ percent in the years 1960-1969. Imports increased by 11 percent to $40 billion. In 1969, they rose by 8½ percent and in the decade of the sixties, the average yearly increase was 10 percent.

As a result of the differing rates of growth in exports and imports, the U.S. merchandise trade surplus expanded for the second consecutive year—to $2.7 billion. By comparison, the 1969 surplus was $1.3 billion.

The major factor contributing to the above average rise in exports last year was the high level of economic activity in most foreign countries, particularly the Common Market members and Japan. Strong gains in industrial production abroad stimulated demand for U.S. raw materials and intermediate goods, while greater investment outlays in a number of our major trading partners and short supplies of some items due to pressures on foreign production capacity boosted exports of finished manufactured products. Strong recoveries in deliveries of aircraft and farm products were additional favorable factors.

In contrast to previous periods of economic sluggishness, U.S. import demand remained strong throughout 1970 despite the downturn in the economy. One explanation for the persistence of the import rise is the relatively greater importance of consumer and capital goods in the composition of our imports. These products tend to be less sensitive than industrial supplies to business cycle fluctuations.

A significant portion of the rapid advances in foreign trade last year can be attributed to higher prices. Strong inflationary pressures in the U.S. economy and in most foreign countries led to price increases for a large number of both import and export products. In addition, some of the sharp rise in trade last year represented a recovery from 1969 when shipments were adversely affected by the long dockstrike.

Nonfarm exports buoyant

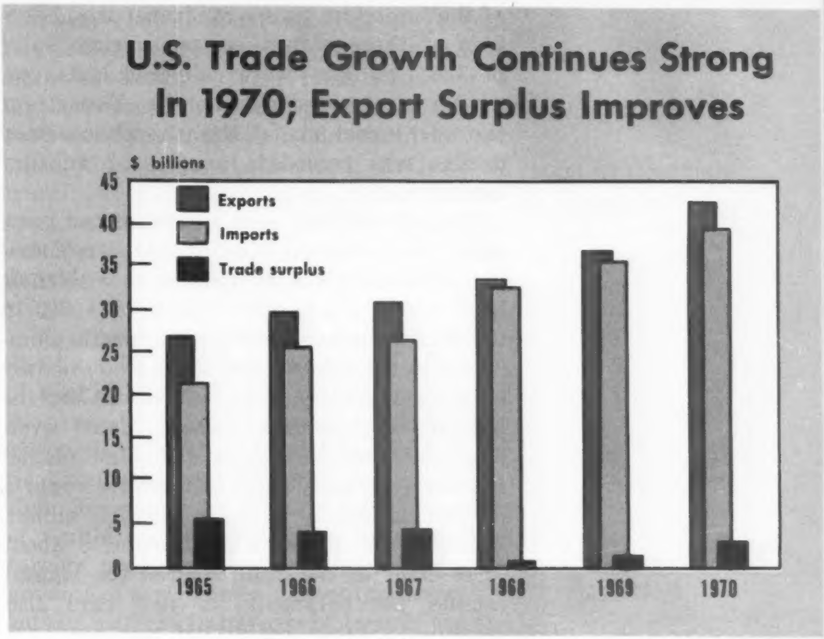
Three-fourths of the overall expansion in U.S. exports last year was attributable to greater shipments of manufactured goods and other nonagricultural products. At $35.4 billion, these exports rose 13 percent over 1969 levels, virtually the same rate of advance as in each of the preceding two years. Nonfarm deliveries climbed vigorously in the first half of the year, peaking in the second quarter, then leveling off in the final six months as foreign demand became less buoyant and deliveries of commercial aircraft and motor vehicles dropped.

Machinery exports increased 15 percent to $11.7 billion, thus matching their 1969 rate of gain. In general, the strong growth in these exports reflected larger investment outlays in most of our major industrial markets and supply constraints abroad resulting from the high rate of foreign economic activity.

About one-fourth of the rise in machinery exports represented increased sales of computers and parts. These shipments climbed by more than one-half to $1.1 billion last year. Deliveries of parts and subassemblies, many of which are made into finished units at U.S. subsidiaries abroad, rose especially rapidly. West Germany, the United Kingdom, France, Japan, and Hong Kong took the bulk of these shipments. A strong increase was also noted in exports of other types of office machines, particularly statistical machines and parts, to Western Europe, Canada, and Japan.

Shipments of metalworking machinery rose significantly last year as a result of a sharp advance in sales of metal-cutting machine tools to Canada, the European Economic Community countries, and Japan. This gain was attributable in part to the exceptionally high rates of economic activity abroad at a time when U.S. demand for this type of machinery was sluggish. Moreover, exports of parts and accessories for metalworking machinery rose steeply.

Shipments of materials handling equipment, chiefly tractor-shovel loaders and industrial trucks, advanced by 14 percent in 1970 to a total of more than $600 million. Deliveries to Belgium, Brazil, and Japan scored the largest increases. Greater mineral exploration activity in the developing countries stimulated a one-fourth expansion in exports of mining and well-drilling machinery.


U.S. Trade Growth Continues Strong In 1970; Export Surplus Improves

In contrast to the export gains in most other major types of nonelectrical machinery, shipments of agricultural machinery and farm tractors dropped sharply. Nearly all of the decline was in deliveries to Canada where investment in farm equipment fell last year as production of wheat was curtailed.

Exports of electrical machinery rose to $3 billion, but the 12 percent rate of gain was below the 1969 increase. As in the preceding year, shipments of electronic components contributed most to the advance, led by deliveries of semiconductor devices and parts. A significant proportion of these exports was to the developing countries—particularly Hong Kong, Mexico, Singapore, Korea, and Taiwan—where they were assembled chiefly into consumer electronic products for export to the United States. Adding further to the rise in shipments of electronic components was a strong increase in exports of color television picture tubes to West Germany.

The remainder of the increase in exports of electrical machinery stemmed mainly from greater sales of measuring and controlling instruments and telecommunications apparatus.

Civilian aircraft exports turned upward sharply after declining in 1969. The 21 percent rise in these exports to a level of $1.5 billion was entirely attributable to sales

The accompanying analysis of U.S. foreign trade by commodity for the full year 1970 was prepared by the International Trade Analysis Division of the Bureau of International Commerce. A regional report on last year's U.S. exports and imports is to be presented in the next issue of **Commerce Today.**

of the jumbo jet passenger transports. Nineteen of these planes—at an average value of $20.7 million—were delivered last year, mostly in the first six months. Exports of the older model jets fell slightly, while a steep decline was recorded in sales of military aircraft.

Through the first nine months of last year, deliveries of automotive products to Canadian subsidiaries were about even with their level in the comparable period of 1969. In the fourth quarter, however, shipments plummeted to the lowest level since 1967, mainly as a result of the 67-day strike against the largest U.S. producer which lasted even longer at that company's Canadian plants. For the year as a whole, automotive exports to Canada fell by a tenth to $2.5 billion. Deliveries of parts, which comprise about three-fifths of the total, showed the biggest decline, but shipments of new cars also decreased sharply. Exports of passenger cars to other countries fell, but this drop was largely offset by stepped-up shipments of trucks, parts, and accessories.

Sales of chemicals gain

After only a small advance in 1969, chemical exports rose 13 percent to a total of $3.8 billion. The quarterly trend in these shipments was generally downward. A steep climb in January-March was followed by two successive quarterly declines before deliveries turned slightly upward in the final three months of the year. Sales of both organic and inorganic compounds were buoyant, particularly to Western Europe and the American Republics. Shipments of plastic materials and drugs also climbed significantly. On the other hand, the outflow of manufactured fertilizers declined for the second consecutive year, reflecting greater production at overseas facilities and reduced AID-financing.

The boom in world steel production and consumption, which boosted U.S. steel exports by three-fifths in 1969, continued last year, stimulating another strong rise in these shipments. Deliveries of iron and steelmill products climbed by a fourth to a record level of $1.2 billion as a result of strong foreign demand and reduced availabilities in steel exporting countries in Europe because of greater domestic requirements. Most of the steel export rise was concentrated in the first half of the year. In the final six months shipments declined as a result of a considerable easing in the foreign supply situation.

U.S. foreign trade with a dozen major partners during a five-year period is detailed in a new report just published by the Commerce Department in its Overseas Business Reports series.

Annual U.S. export and import totals worldwide and for each of the 12 countries, over a ten-year period, are given in Table 1. U.S. trade by principal commodities with each country for the 1965-69 period, and summaries by end-use categories, are presented in Tables 2-13.

United States Trade With Major Trading Partners, 1965-1969, *OBR 70-74, is available at 15 cents from any Commerce Field Office or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.*

The boom in world steel demand in 1970 had the further effect of stimulating U.S. exports of coal and steel scrap for use in the steelmaking process. High rates of steel production abroad led to a more than three-fifths gain in coal loadings and a 48% rise in deliveries of scrap. In both cases, higher prices were a major factor in the steep increases. Japan was the major recipient of these products, but Western European countries also took significantly greater amounts.

Exports of copper rose strongly because of greater foreign demand and higher prices. Deliveries to the Netherlands, Brazil, and Italy accounted for much of the climb. Aluminum exports also expanded vigorously, though the rate of increase was considerably less than in the preceding year.

Farm shipments soar

After declining for three successive years, exports of agricultural products advanced steeply by 21 percent in 1970 to $7.3 billion, the highest total ever recorded. Last year's deliveries exceeded the previous record in 1966 by more than $300 million.

About two-fifths of the overall export gain reflected shipments of soybeans and soybean products. Heavy foreign demand related to increased livestock production and reduced supplies of competing animal feeds abroad stimulated a 50 percent increase in exports of soybeans to $1.2 billion. Most of the rise was in deliveries to Japan and Western Europe. Larger PL-480 shipments to the developing countries accounted for the bulk of a $97 million increase in deliveries of soybean oil.

Also related to the heavy foreign demand for animal feeds was a 13 percent rise in corn exports which followed a slight decline in the previous year. Higher prices stemming from blight damage to the U.S. crop contributed to the increase. Shipments of wheat recorded their first advance since 1966, rising by two-fifths to $1 billion. Both commercial shipments to Western Europe and Japan and government-financed deliveries to the developing countries increased.

Cotton exports recovered substantially from their steep decline in 1969, but the $372 million total was well below levels in previous years. Greater exportable supplies as a result of increased U.S. production made possible last year's increase.

Consumer imports advance

For the fifth consecutive year, purchases of consumer goods contributed most to the expansion in U.S. imports. Last year's advance, however, was more moderate than that recorded in 1969, as U.S. personal consumption expenditures lost some of their buoyancy. Nevertheless, imports still rose faster than total personal outlays so that foreign consumer items continued to increase their share of expenditures—to 5 percent from 4.4 percent in 1969.

The 14 percent expansion in imports of consumer goods would have been larger had it not been for the marked deceleration in arrivals of automotive products from U.S. subsidiaries in Canada. Sluggish car demand here and the strike against a large manufacturer in the fourth quarter held the advance in these imports to 3 percent, a huge reduction from the 34 percent increase of 1969.

Imports of foreign-type automobiles, on the other hand, advanced by one-fourth in 1970—a sharp acceleration from the previous year's 7 percent rise. Nearly all of this advance reflected larger receipts from Germany and Japan. Imports from the latter country continued to increase their share of the foreign-type passenger car market here at the expense of those from Germany. From a 1966 high of 68 percent, the German share fell to 55 percent in 1970, while the Japanese share of the market quadrupled to 24 percent.

U.S. demand for imported clothing and footwear continued strong. The 29 percent increase in purchases of footwear was a slight acceleration from 1969. Following a large increase in 1969, purchases of TV receivers expanded only moderately last year when U.S. demand slackened. Arrivals of transistor radios showed no change in contrast to the sharp rise in the preceding year.

Imports of motorcycles—nearly all from Japan—showed another strong increase last year.

Machinery imports accounted for nearly all of the $578 million advance in purchases of capital goods. The $133 million increase in arrivals of office machines—especially electronic calculators from Japan and statistical machines from Canada—led the expansion. Reversing the drop in 1969, purchases of textile machinery climbed by a third as foreign producers continued to hold a price advantage over domestic manufacturers. The rate of increase in imports of transistors and semiconductors, especially from U.S.-affiliated firms in Mexico, Singapore, Hong Kong, and Korea, accelerated to 29 percent in 1970.

Receipts of power machinery and switchgear rose again as they have for several years. The price advantage that foreign producers enjoy in this market explains the persistent rise in these imports.

In contrast, arrivals of metalworking machines declined last year, due in large measure to sluggish demand here. The $62 million fall in imports of civilian aircraft was partially offset by greater receipts of parts, mostly from U.S. subsidiaries in Canada. A drop in truck receipts from Canada reflected the relative sluggishness of U.S. demand.

The ratio of capital goods imports (excluding Canadian trucks) to U.S. outlays for producers' durable equipment climbed to 5.7 percent from 5.0 percent in 1969.

Imports for industry rise

Although U.S. industrial production declined in 1970 for the first time since 1958, imports of industrial materials advanced by 7 percent, or nearly one billion dollars. Higher prices for a number of commodities accounted for a considerable portion of this increase.

Particularly noteworthy was the 13 percent rise in the value of steel imports which contrasted to a 4 percent drop in the quantity delivered. Most of the increase in the value of steel purchases reflected higher prices,

Major Commodity Changes In U.S. Foreign Trade

From 1969 To 1970

Millions of dollars

EXPORTS

Commodity	Value in 1970	Change from 1969
Nonagricultural products, total	35,396	+4,068
Chemicals	3,826	+ 443
Computers and parts	1,104	+ 377
Coal	961	+ 367
Civilian aircraft	1,529	+ 263
Iron and steel mill products	1,190	+ 249
Iron and steel scrap	447	+ 144
Conventional office machines and parts	443	+ 120
Materials handling equipment	605	+ 74
Semiconductor devices and parts	417	+ 71
Motor vehicles and parts*	3,244	− 270
Military aircraft	467	− 133
Agricultural machinery and tractors	364	− 57
Agricultural products, total	7,266	+1,262
Soybeans	1,216	+ 394
Wheat	1,012	+ 286
Vegetable oils and fats	265	+ 120
Corn	824	+ 98
Cotton	372	+ 92
Unmanufactured tobacco	488	− 52

*Excluding engines and parts.

IMPORTS

Commodity	Value in 1970	Change from 1969
Industrial supplies and materials, total	15,117	+ 958
Iron and steel-mill products	1,954	+ 230
Petroleum and products	2,766	+ 210
Industrial and agricultural chemicals	836	+ 127
Textile yarns and fabrics	1,008	+ 125
Lumber	516	− 123
Consumer goods, total	12,777	+1,536
New automobiles	3,719	+ 364
Automotive parts and equipment	1,496	+ 241
Clothing	1,267	+ 162
Footwear	629	+ 141
Motorcycles	307	+ 141
Gem diamonds	433	− 78
Capital equipment, total	4,512	+ 578
Machinery	3,591	+ 551
Foods and beverages, total	6,158	+ 920
Coffee	1,160	+ 266
Meat	1,014	+ 150
Fish	791	+ 101
Sugar	729	+ 91

though a minor part can be traced to shifts in the product mix. The more expensive products (tool, alloy, and stainless grades) accounted for 3.9 percent of the total, little changed from 1969. The decline in imports of this metal was attributable to sluggish U.S. demand and severe supply constraints in the EEC. Among our important suppliers, only Canada increased the quantity of deliveries here. That increase resulted largely from the fact that 1969 receipts were depressed as a result of a long industry-wide Canadian strike.

Strong demand by electric utilities and other industrial users stimulated a sharp $187 million rise in imports of fuel oil. The inflow of crude petroleum, in contrast, declined because of a production cutback in Libya, the closure of an important pipeline in Syria, and tanker shortages.

After sluggish growth in 1969, imports of industrial and agricultural chemicals jumped by almost one-fifth. Both organic and inorganic chemicals contributed to the rise. Arrivals of manufactured fertilizer also showed a strong rise, partly as a result of higher prices for potassium chloride from Canada.

Among other major industrial supplies, imports of manmade fiber yarns more than doubled in value to $183 million. Arrivals of tires and tubes also rose, by two-fifths. Purchases of wool, on the other hand, fell by more than 20 percent for the second year in a row as consumption here declined sharply. Lumber imports dropped in response to sluggishness in U.S. construction activity during much of the year.

Food entries expand

Purchases of foods and beverages from abroad climbed to $6.2 billion, an increase of 18 percent from the previous year. The import bill for those items accounted for 4.7 percent of total U.S. expenditures on foods and beverages. This was the highest ratio since 1954.

Arrivals of coffee climbed steeply in value, though in quantity terms there was a 3 percent decline. The sharply higher prices were due in large part to a reduction in Brazilian supplies. Sugar and cocoa imports also added to the rise. Because of a weather-damaged Florida crop last season, vegetable imports—especially tomato purchases from Mexico—advanced strongly. Imports of both fish and meat, primarily boneless beef from Australia and New Zealand, posted strong rises, much of them reflecting higher prices.

—Bureau of International Commerce

New Depreciation Rule Detailed; Change Will Aid Businessmen In 70s

Internal Revenue Setting Up Hearing Date For Long-Range Plan To Revamp Tax Policy

The Asset Depreciation Range System (ADR) being adopted by the Internal Revenue Service to simplify and modernize tax regulations for allowances for machinery and equipment will provide for the taxpayer to take as a reasonable allowance for depreciation an amount based on any period of years selected by him within a range specified for designated classes of assets.

Having selected the period, the taxpayer will determine his depreciation allowance under one of the present methods—"straight line," "double-declining balance," or "sum of the years-digits."

President Nixon recently announced that IRS is in the process of adopting the new rules and stated the change will aid in the renewed business growth this year by helping create jobs, increase the competitiveness of this country's goods in foreign markets, and strengthen the United States' balance of payments.

Because of the importance to the American businessman of the proposed changes in depreciation allowances for machinery and equipment being adopted by the Internal Revenue Service,* Commerce Today *is carrying details of the changes as part of the Commerce Department's policy of maximum cooperation with other government units in matters of mutual concern.

The IRS is now setting up hearings on the changes, but at press time of *Commerce Today*, the dates had not been fixed.

A first-year convention will be provided under which the taxpayer will either: treat all assets acquired during the year as acquired at the mid-point in the year, or treat assets acquired in the first half of the year as acquired at the beginning of the year and assets acquired in the second half of the year as acquired at mid-year.

The IRS will accept such treatment as providing a reasonable allowance for depreciation purposes in all events if the ADR System is elected. A period selected from within the Asset Depreciation Range cannot be changed either by the taxpayer or the Service during the life of the assets.

Assets will be accounted for in item accounts or in group accounts by year placed in service (vintage accounts), according to their classification in the Asset Depreciation Ranges. The election may be made annually and will apply to all assets placed in service in the year of election in the trade or business for which the election is made.

The ADR System will be made available for assets physically placed in service after Dec. 31, 1970.

The system is designed to eliminate controversy about the period for which depreciation is to be determined, and will eliminate the need for making a specific determination for each particular taxpayer.

Taxpayers will also have greater flexibility in determining the method for allocating costs of capital equipment to the periods in which it is expected to produce income.

It is estimated that, without any feedback revenues resulting from increased employment and business activity, these changes will reduce Federal revenues by $800 million in the fiscal year ending June 30 and $2.7 billion in fiscal 1972, rising annually thereafter to a peak of $4.1 billion in fiscal 1976 and falling to $2.8 billion by fiscal 1980. However, the resulting increase in employment and business activity will provide substantial additional revenues to offset these reductions.

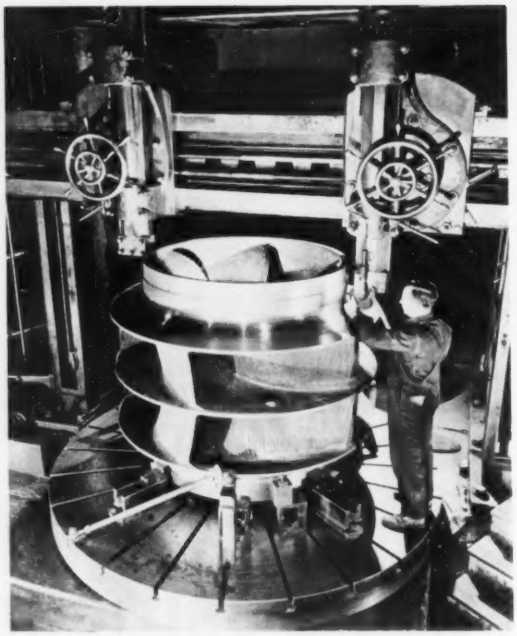
Ranges of years

Ranges of years within a bracket from 20 percent below to 20 percent above "guideline lives" will be established for all assets or groups or classes of assets for which guideline lives are now provided. The lower and upper limit of each range will be stated in terms of years, rounded to the nearest half year. While the basic structure of the ADR System will be adopted by regulations, the specific Asset Depreciation Ranges will be made in Revenue Procedures.

The system will not extend to buildings or certain other real estate improvements. Further study is being given to special purpose structures or enclosures which are so integrally a part of or closely related to machinery or equipment which they house or enclose.

At the present time, the ADR System will not be made available for some public utility property. The ADR System will be available for property of railroads, airlines, and the trucking industry.

Where "guideline lives" are not provided for an asset or class of assets, and hence a range is not provided, the IRS will receive information from taxpayers and industry groups from time to time as to additional Asset Depreciation Ranges which should be established. Additional ranges established will be published in Revenue Procedures.



BOOSTING BUSINESS BUILDUP—*The new depreciation rules are expected to stimulate investment in new machinery and equipment during the 1970s.*

Where the taxpayer elects to apply the ADR System for any taxable year for a trade or business, periods must be selected within the specified Asset Depreciation Ranges for each asset or class of assets placed in service in that year for which a range is provided. For this purpose, all property held by the taxpayer for production of income but not held for use in a trade or business must be covered by a single election; the ADR System may not be elected for only part of such property placed in service by the taxpayer during the year; it must be elected for all or none of such property. Neither the taxpayer nor IRS may thereafter change the period selected for those assets. Once made for a year, the taxpayer's election of the ADR System may not be revoked. An election may be made for all assets placed in service in any year in one trade or business of the taxpayer and not for assets placed in service in that year in a different trade or business.

The ADR System will apply to used assets as well as new assets. The depreciation period of the used assets also must be within the Asset Depreciation Range for such assets, but need not be the same if the new used assets are placed in separate depreciation accounts. An exception will be made where the basis of used assets exceeds 10 percent of the total basis of all assets placed in service in the year; in such a case, the taxpayer may elect to determine lives for used assets without regard to the Asset Depreciation Ranges.

Similarly, the cost of rebuilding, rehabilitating or repairing an asset, to the extent such cost must be capitalized, must be accounted for in a separate vintage account for the year in which the action is completed and cannot be added to the original vintage account for the asset. Such an account must be treated in the same manner as used assets. Further consideration is being given to the extent to which special shorter Asset Depreciation Ranges should be established for such used assets or capitalized expendiutres.

The guideline lives, on the basis of which the Asset Depreciation Ranges are established, were determined so as to make current allowance for salvage value unnecessary. Accordingly, salvage value will not be taken into account under the ADR System in establishing the annual depreciation deduction for an asset or class of assets, but no asset or class of assets may be depreciated below the salvage value after application of section 167(f) of the Code. Thus, the annual depreciation deduction will be determined by applying the appropriate fraction or percentage based on the period selected to the original cost or unadjusted basis of the asset (reduced, in the case of declining balance methods, by cumulative depreciation taken).

How the system works

The ADR System's sole task will be to establish the period on which the annual depreciation deduction is determined. The method of depreciation chosen by the taxpayer (declining balance, sum of the years digits, straight line, or other method based on a period of time) will be based on this period. Here is an example:

On Jan. 15, M Company, a manufacturer reporting on the calendar year basis, purchases and places in service various items of production machinery and equipment with a total cost of $50,000. The cost of the various individual items ranges from $150 to $10,000. The anticipated useful lives range from three years to 15 years. On Aug. 1, M acquires an item of special equipment costing $30,000. M acquires no other assets in 1971.

The range of depreciation periods under the ADR System for equipment used in M's business is eight to 12 years. M elects to use the ADR System for 1971.

M places all of the various items of machinery and equipment other than the special equipment in a multiple asset vintage account for 1971. M chooses from the ADR Range a depreciable period of 8 years and elects to calculate depreciation on the double declining balance (DDB) method. M expects that the aggregate salvage value of the account will be $4,000, but this amount is disregarded because it is less than 10 percent of cost of the assets in the account.

M also decides to set up an item account for the one item of special equipment. This item has an estimated salvage value of $5,000. M selects from the ADR Range of 8 to 12 years a depreciable period of 10 years for the special equipment and decides also to use the double declining balance (DDB) method for this account. The salvage value for Federal income tax purposes is $2,000 ($5,000 estimated salvage value minus $3,000 [10 percent of $30,000, the cost of the equipment]), and therefore the cumulative depreciation deductions with respect to such account may not exceed $28,000.

M's depreciation deduction on account of assets placed in service in 1971 is $15,500, determined as follows:

1971 Account	Basis	ADR Period	DDB Rate	Deduction
Group Acquisitions	$50,000	8 yrs.	25%	$12,500
Special Equipment	$30,000	10 yrs.	20%	$ 3,000

The first year's depreciation allowance for assets subject to the ADR System accounted for in both item and multiple asset vintage accounts will be determined according to one of two conventions, either of which may be selected by the taxpayer:

- The taxpayer may elect under the half-year convention to treat all assets put in service in that trade or business in that taxable year as put in service at the mid-point in the year, so that one-half of a full year's depreciation allowance based on the life selected may be taken.
- The taxpayer may elect under a "new modified first-year convention" to treat all assets put in service in that trade or business in the first half of the taxable year as put in service at the beginning of

the year, and all assets put in service in the second half of the taxable year as put in service at mid-year.

Other methods of achieving the same effect as the above two conventions will be set forth in the regulations. A taxpayer electing the ADR System will be required to elect the same convention for all assets accounted for in both item and multiple asset vintage accounts for any year for which the ADR System is elected. However, he is not obliged to elect the same convention every year. The conventions will not be permitted to result in depreciation below salvage value. Here is an example:

X, a manufacturer reporting on the calendar year basis, placed new equipment in service in 1970 as follows:

Date	Equipment	Cost
June 15	Lathes	$10,000
Oct. 1	Drill Press	$ 5,000

X elected to be tested under the guidelines, which prescribe a single guideline class for X's factory equipment of five years. He elected to use the double declining balance method, and grouped his assets in a single factory equipment multiple asset vintage account for 1970. X used a half-year convention. The equipment is expected to have no salvage value. X's depreciation for his 1970 acquisitions was $3,000, computed as follows:

1970 Account	Basis	Life	DDB Rate	Deduction
Acquisitions	$15,000	5 yrs.	40%	$ 3,000

The depreciation amount of $3,000 reflects application of the half-year convention for the year of acquisition.

For 1971, X elects the ADR System and the minimum period of four years. X also elects the new modified first-year convention. His asset acquisitions for 1971 are exactly the same dates and amounts as for 1970. X's depreciation allowance for the assets placed in service in 1971 is $6,250, computed as follows:

1971 Account	Basis	Period	DDB Rate	Deduction
Acquisitions	$15,000	4 yrs.	50%	$ 6,250

The depreciation amount of $6,250 reflects application of the new modified first year convention; X obtains a full year's depreciation on the cost of the lathes and a half year's depreciation on the cost of the drill press. If X had not placed the lathes in service until July 15, his depreciation allowance for 1971 for this multiple asset vintage account would be $3,750.

In the case of fiscal year taxpayers who elect the ADR System for assets placed in service after Dec. 31, 1970, in a taxable year beginning before that date, each asset or class of assets for which an Asset Depreciation Range is provided must be accounted for separately in an item account or in a multiple asset vintage account for that portion of the taxable year after Dec. 31, 1970.

In the event that under a first-year convention used by a fiscal year taxpayer assets to which ADR applies are treated as placed in service in 1970, depreciation for such assets for the fractional part of the year in 1970 shall be at the rate applicable before the ADR System was effective. Depreciation for that part of the year after Dec. 31 shall be computed using the appropriate ADR rate. The new modified first year convention under the ADR System does not allow depreciation for any period prior to Jan. 1, 1971, if not otherwise allowable. Here is an example:

Taxpayer A reports on the basis of a fiscal year ending Mar. 31. He elects to be tested under the present guidelines and all of his factory equipment falls within a single guideline class with a life of 10 years. He has previously consistently grouped his assets in annual vintage accounts and used the half-year convention. In his fiscal year ending Mar. 31, 1971, Taxpayer A places the following new machinery and equipment having a zero salvage value in service:

Date	Item	Cost
Apr. 15, 1970	101	$1,000
Sept. 1, 1970	102	1,500
Dec. 15, 1970	103	500
Jan. 20, 1971	104	2,000
Mar. 10, 1971	105	3,000

A elects the ADR System for assets placed in service after Dec. 31, 1970, and selects the minimum period in the Asset Depreciation Range (8 to 12 years) and the half-year convention. He also elects the double declining balance (DDB) method of depreciation for fiscal 1971 acquisitions. A's deduction for his fiscal year ending Mar. 31, 1971, would be $862.50 determined as follows:

Account	Basis	Life or Period	DDB Rate	Deduction
Apr. 1-Dec. 31, 1970	$ 3,000	10 yrs.	20%	$300
Jan. 1-Mar. 31, 1971	5,000	8 yrs.	25%	562.50

How Commerce Serves You

The primary objective of the U.S. patent system is to encourage invention and to assist in the development of the commerce and industry of the United States.

The **Patent Office,** headed by Commissioner of Patents William E. Schuyler, Jr., has the job of carrying out this mission. Its responsibilities include providing patent protection for inventions and registering trademarks to serve the interest of inventors and businesses, with respect to their inventions and corporate and product identifications. The Office also assists other agencies of Government in matters involving patents and inventions and the transfer of technology.

In addition, through the preservation, classification, and dissemination of patent information, the Patent Office aids and encourages innovation, and the scientific and technical advancement of the Nation.

Principal responsibilities

In discharging its principal duties, the Patent Office:

- Examines patent applications, and grants patents to applicants who meet the statutory requirements.
- Publishes and disseminates patent information.
- Records assignments of patents.
- Maintains search files of U.S. and foreign patents and a Patent Search Center for public use.
- Examines trademark applications, and issues registrations and renewals.
- Supplies copies of patents and official records to the public.

Patent Operations

The first patent, issued in 1790, was signed by Thomas Jefferson, Secretary of State; Henry Knox, Secretary of War; and Edmund Randolph, Attorney General. It was awarded to Samuel Hopkins of Pittsford, Vt. on his invention, "The Making of Pot Ash and Pearl Ash by a New Apparatus and Process."

Since 1790, over three and one-half million U.S. patents have been issued. In fact, many of the Nation's leading corporations—even entire new industries—have been based on these patented inventions.

Granting of patents of inventors to prevent others from making, using, or selling their inventions for a limited time emerged from a provision of the Constitution which envisioned this reward as the spur it has become to our citizens to exploit their inventive talents.

The Patent Office today

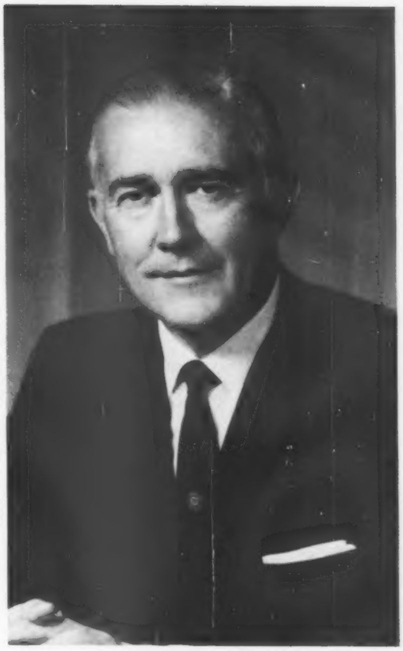
Today the Patent Office has a system of classification in which the patents are divided into classes and sub-classes of subject matter, covering all items from the simple to the complex—from hairpins to electronic devices. This system permits any individual to locate and examine all existing patents in any field of technology.

The Search Center at Crystal Plaza, 2021 Jefferson Davis Highway, Arlington, Va., is open to the public.

Over 100,000 patent applications are processed annually by the Patent Office's 2,700 employees, and more than 80,000 patents are issued each year. Added to this volume are at least 34,000 trademark applications and 22,000 issued registrations.

For Patent Office information, call or write:
Office of Information Services
U.S. Patent Office
Washington, D.C. 20231
Telephone 703 557-3428

The public daily buys more than 22,000 copies of patents. These are used by inventors, patent attorneys, research and development facilities of industry, students, and many others. The cost of each patent copy is 50 cents.



William E. Schuyler, Jr.
Commissioner of Patents

World's largest storehouse

Through the granting of patents, the Patent Office has become the world's largest storehouse of applied technology. Besides the U.S. patents, the collection includes some nine million foreign patents, and thousands of volumes of technical literature.

Information about the Patent Office and the filing of applications for patents and for the registration of trademarks can be obtained from:

General Information Concerning Patents

Questions and Answers About Patents

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Questions and Answers About Trademarks

Single copies are free upon request.

Commerce Today regularly carries a column, "Patents of Special Interest" in the Science and Technology Report.

DOMESTIC BUSINESS REPORT

- Minority owned businesses to be counted
- Stans to speak at Cleveland Business Exposition
- The U.S.—as the Census Bureau sees it
- USTS sells the U.S. travel market overseas
- New SBA head lauds executive volunteer activities
- Cabinet officers head Jobs for Vets advisory panel

Results Due July 1 On Study Of Minority Enterprises

"By July 1, we'll have the results of one of the first definitive studies that has ever been done on minority businesses," said B. William Rock, Chief of the Commerce Department Office of Minority Business Enterprise's Information Center.

The study to which Rock refers is the Survey of Minority Owned Business Enterprise, an OMBE project being carried out in cooperation with the Census Bureau.

The statistical census is being conducted to discover the number of minority-owned businesses in the United States. Up to now, no concrete figures have been available to determine the scope of businesses owned by black, Spanish-speaking, Indian and other minorities. When the data from this survey has been collected and analyzed, it will serve as the first benchmark for measuring minority enterprise in this country. OMBE, other Federal agencies and industry working to promote minority enterprise will be able to use the information to determine what programs are needed and where, geographically, new priorities should be set.

The questions answered by the survey will include not only the number of minority-owned businesses, but also the economic characteristics—the type of business, its major activity, the approximate dollar volume of the business in 1969, the minority group who holds the ownership and the geographic area in which the business is located.

All kinds of businesses owned by minorities are being covered by the poll—from corporations to taxi-cab single ownerships to part/time operations.

Two methods are being used to gather the statistics. Black-owned businesses are being culled from existing census records; Spanish-

B. William Rock
Chief, Information Center
Office of
Minority Business Enterprise

speaking businesses (including Mexican, Puerto Rican, Cuban and Central or South American), as well as other minority group enterprises, are being reached by mail. In order to assure the largest possible return from the mail survey, a follow-up mailing is planned to all businesses not returning the census form.

Rock pointed out that the slogan used in the 1970 decennial census might well apply to the minority-owned business survey. "Once the data is in," he said, "we will be able to set up a series of tables on the number of businesses and their classification, and to make breakdowns by regions of the U.S. but right now, 'we can't know where we're going, if we don't know where we're at.' "

When the data is published, it can also be compared with population information and ranked with all businesses, providing a true measurement of the economic impact of programs designed to foster minority participation in business.

According to Dr. George H. Brown, Director of the Census Bureau, "The survey of minority enterprise is providing a solid, statistical basis upon which to facilitate existing Federal programs and initiate new programs aimed at integrating members of racial and ethnic minorities into the American economy through business ownership and self-determination."

As in all Census Bureau surveys and censuses, individual reports will be kept confidential, according to law, and cannot be seen or used by anyone other than Bureau personnel.

Future surveys will allow for an analysis of change which may be compared with efforts for integrating minority groups into the economy in the intervening time span. The next minority-business survey is already being planned for 1972.

Results of the present survey will be published after July 1.

—Office of Minority Business Enterprise

SPONSORS MAP PLANS: *Representatives of three of the 13 sponsoring organizations look over plans for the second annual Business Opportunities Exposition in Cleveland. From left are John W. Robinson, Charles B. Stebbins, and Melvin Roebuck.*

Stans To Address Business Exposition

Secretary Stans will address a dinner meeting March 11 of the Business Opportunities Exposition in Cleveland.

The second annual exposition, which opens at the Cleveland Convention Center at 9 a.m. March 11 and continues through March 12, gives business and government representatives an opportunity to match small business capabilities with private business and government needs for goods and services.

"The Business Opportunities Exposition should broaden the economic base of Northern Ohio," Charles B. Stebbins, director of the Cleveland field office of the Department of Commerce, stated, "Through the exposition communications between government and the private sector is strengthened so that businessmen can act on the business available to them through government contracting."

John W. Robinson, acting director, Department of Human Resources and Economic Development, City of Cleveland, said the conference will provide a marketplace for product introduction, demonstration and display, and the exchange of technical information and ideas. It will also serve as a center for the purchase of products and services.

Last year the exposition produced at least $700,000 in contracts for minority business firms, according to Melvin Roebuck, executive director, Greater Cleveland Growth Corp. Increased attendance is expected to double that amount this year, Roebuck added. Sponsors of the conference expect some 2,000 businessmen to view more than 100 exhibits.

Sponsors of the conference include American Ordinance Association, Businessman's Intérracial Committee on Community Affairs, Cleveland Federation for Economic Growth, Defense Contract Administration Services, Division of Economic Development for City of Cleveland, Greater Cleveland Growth Association, Minority Business Opportunity Committee of the Federal Executive Board, Purchasing Management Association of Cleveland, Sales and Marketing Executives of Cleveland, Small Business Administration, Smaller Business of America, and the Department of Commerce.

Additional information about the conference may be obtained from the Cleveland Field Office, Department of Commerce, 666 Euclid Ave., Cleveland, Ohio 44114 or by calling 216-522-4750.

—Office of Business Services

Population Map Dramatizes Differences—Rhode Island 'Bigger' Than Alaska

If state boundaries were to be proportionately readjusted according to population, some remarkable changes would take place. For example, on a "population map," giant Alaska shrinks to the lowest rank, being overshadowed by Rhode Island, Delaware and the District of Columbia.

New York, which now ranks 30th geographically, would move into second place behind California. Texas, however, is shifted only slightly, from No. 2 to No. 4. Pennsylvania, 33rd in land area, becomes No. 3.

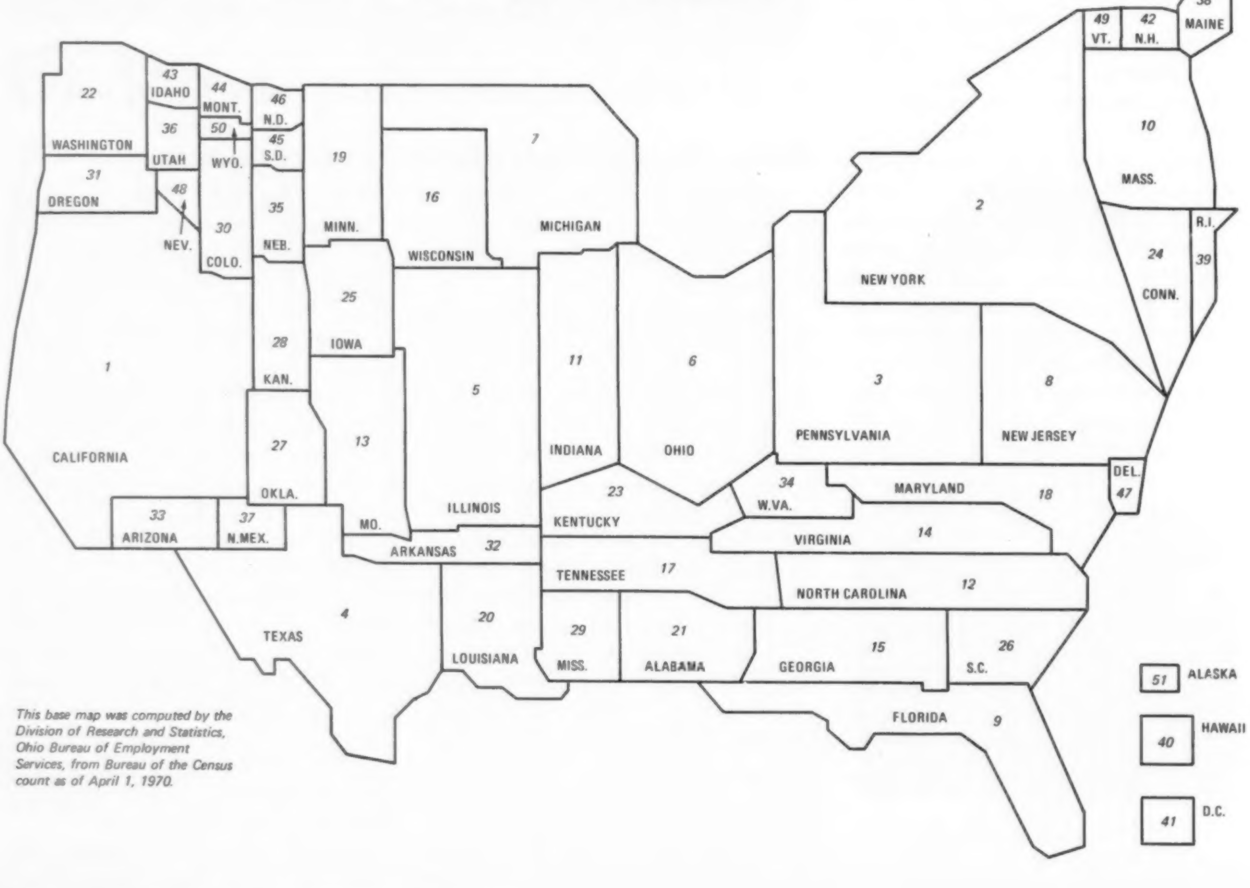
The boundary-juggling based on population is more than an interesting mental exercise. It points up the remarkable variations in population density across the nation, and provides a new perspective for those in business and industry who must plan facilities for present and future markets.

The map illustrates, for example, the heavy concentrations of population along the coasts. Massachusetts, New Jersey, Maryland, and some other states along the Atlantic are expanded, while California looms large on the other side of the map, and Texas, Louisiana and Florida dominate the Gulf.

Free copies of the map are available upon request from Mr. William Papier, Director, Division of Research and Statistics, Ohio Bureau of Employment Services, 145 South Front Street, Columbus, Ohio. 43216.

—Census Bureau

United States Proportionate to Population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WYO.
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S.D.
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NEV.
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COLO.
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NEB.
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MINN.
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WISCONSIN
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MICHIGAN
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VT.
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N.H.
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MAINE
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MASS.
R.I.
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24
CONN.
2
NEW YORK
1
CALIFORNIA
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IOWA
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KAN.
27
OKLA.
13
MO.
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ILLINOIS
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INDIANA
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OHIO
3
PENNSYLVANIA
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NEW JERSEY
DEL.
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W.VA.
MARYLAND
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23
KENTUCKY
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VIRGINIA
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ARIZONA
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N.MEX.
ARKANSAS
32
TENNESSEE
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NORTH CAROLINA
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TEXAS
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LOUISIANA
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MISS.
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ALABAMA
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GEORGIA
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S.C.
FLORIDA
9
51
ALASKA
40
HAWAII
41
D.C.

This base map was computed by the Division of Research and Statistics, Ohio Bureau of Employment Services, from Bureau of the Census count as of April 1, 1970.

RANK OF 50 STATES AND DISTRICT OF COLUMBIA BY POPULATION AND LAND AREA

Population Rank	State	Land Area Rank
21	Alabama	28
51	Alaska	1
33	Arizona	6
32	Arkansas	27
1	California	3
29	Colorado	8
24	Connecticut	48
47	Delaware	49
9	Florida	26
15	Georgia	21
40	Hawaii	47
43	Idaho	11
5	Illinois	24
11	Indiana	38
25	Iowa	23
28	Kansas	13
23	Kentucky	37
20	Louisiana	32
38	Maine	39
17	Maryland	42
10	Massachusetts	45
7	Michigan	22
19	Minnesota	14
30	Mississippi	31
13	Missouri	18
44	Montana	4
35	Nebraska	15
48	Nevada	7
42	New Hampshire	44
8	New Jersey	46
37	New Mexico	5
2	New York	30
12	North Carolina	29
46	North Dakota	17
6	Ohio	35
27	Oklahoma	19
31	Oregon	10
3	Pennsylvania	33
39	Rhode Island	50
26	South Carolina	40
45	South Dakota	16
18	Tennessee	34
4	Texas	2
36	Utah	12
49	Vermont	43
14	Virginia	36
22	Washington	20
34	West Virginia	41
16	Wisconsin	25
50	Wyoming	9
41	District of Columbia	51

USTS Sells USA To The World On The World's Own Doorstep

The United States Travel Service "mobile market place" — a series of VISIT USA World Tourism Seminars—will open its fifth meeting in Tokyo April 5.

The Seminars — launched to bring the VISIT USA market directly to the overseas wholesalers and tour operators who package tour components—began last fall in London, traveled to Amsterdam in November, and stopped this month in Sydney and Melbourne.

The U.S. mission intends to develop a wider selection of VISIT USA tour packages in the popular price range, luring more foreign travelers to U.S. soil.

Said the Assistant Secretary of Commerce for Tourism, C. Langhorne Washburn, "The conferences, sponsored by USTS in cooperation with a Host Committee of travel industry firms, bring the U.S. travel sellers together with overseas buyers, in the country of the buyer.

"One of the biggest obstacles to VISIT USA tour development today," he pointed out, "is that U.S. travel-sellers are dispersed throughout the 50 states. An overseas travel operator who comes to the U.S. shopping for tour components has to spend weeks flying from city to city to see and negotiate with potential suppliers. By bringing the market to the buyer, we reach many tour operators who might never make the trip, and save time and money for those who might have come."

The Seminars not only have been developing new tour plans, designed to put the cost of a U.S. holiday more within the reach of the average overseas tourist, but they have resulted in the U.S. conducting "market research" as well as selling. U.S. suppliers learned the receptive service needs of foreign tourists and tour operators, enabling them to develop more and better tour packages to offer to the overseas marketplace.

Figures released recently by the United States Travel Service reveal that although the number of foreign tourists to the U.S. totaled 13.2 million persons in 1970, 5.9% over 1969 figures, the number of U.S. citizens traveling to foreign nations reached 21.9 million, a 7.9% increase over the last year.

The 1970 travel deficit for the United States, therefore, has been estimated at $2.4 billion, up 15% over the 1969 travel gap. The VISIT USA World Tourism Seminars are one merchandising method being used by the government to bring the U.S. travel balance of payments more in line, by increasing the number of overseas travelers to U.S. shores, thereby increasing the number of foreign dollars flowing into U.S. tills.

The fifth Seminar for the season, in Japan, will coincide with the opening of the American Travel Industry/U.S. Government Mobile VISIT USA Exhibit—a six-story, earth-shaped balloon theater which attracted more than 1.6 million persons at EXPO '70 in Osaka.

Plans are being made to hold the next Seminars in Scandinavia the end of April. USTS representatives and the Host Committee will visit Stockholm, Oslo and Copenhagen to sell travel agents and tour operators the U.S. market.

At each Seminar, overseas packagers are urged to attend the joint United States Travel Service/Discover America Travel Organizations' Travel Mart July 6-9 in Chicago. The Travel Mart is designed to bring foreign tour packagers together with travel suppliers in this country to develop VISIT USA tours in one central location.

—United States Travel Service

JOBS IN THE MAKING—*Economic Development Administration and Regional Commission funds go to work in low-income areas, providing the means for building raw water booster pumping stations, as well as other water and sewer system expansions. The projects attract new industries to depressed regions.*

EDA Funds Aid Industries In Jobless Pockets

A Federal-state effort to stimulate industrial growth in regions of severe unemployment, spanned half a continent in January and ranged from expansion of water systems in rural Oklahoma to development of a harbor industrial park at Narragansett, R.I.

Five projects approved for Federal grants last month mirror the scope and diversity of the regional development program. Announcement of the grants was made by the Commerce Department Economic Development Administration, and regional commissions established to encourage industrial and commercial growth in areas with sagging economies.

In Duluth, Minn., served by the Upper Great Lakes Regional Commission, grants totaling $4,235,200 will be used for development of a terminal complex and an industrial park at the Duluth International Airport. Duluth is a growth center for a multi-county organization working to overcome the area-wide problem of unemployment and underemployment. Local and district officials anticipate that many of the job opportunities to be created in the airport industrial park will be filled by commuters from other areas of the district.

In Staples, Minn., grants totaling $385,600 will be used to help develop a 55-acre industrial park adjacent to the municipal airport. Local officials report one industry is committed to build a new plant on a 15-acre site in the park and add 56 new workers to its work force.

In McCurtain County, Okla., the needs take on a different character. The need is for expansion of a water system to serve the industrial community.

The community's Broken Bow Public Works Authority will receive grants totaling $552,000 for enlargement of the system. Local officials estimate the project will help create 64 new jobs.

The Ozarks Regional Commission is making a $138,000 grant for the Broken Bow project and EDA, $414,000.

LeFlore County, Okla., also in the Ozarks Region, also needs water for industrial expansion. Grants totaling $43,200 will permit extension of a water line to serve industrial and commercial areas near Poteau.

Narragansett, located in the area served by the New England Regional Commission, will receive grants totaling $737,650, for development of its Port of Galilee. A 15-acre industrial park will enable two seafood processing firms to expand operations and provide more than 200 new jobs, according to the Rhode Island Department of Natural Resources.

—Economic Development Admin.

Industrial Diamond Use In U.S. Detailed

Current consumption data on industrial diamonds is contained in a new publication of the Bureau of Domestic Commerce.

Industrial Diamond And Small Diamond Dies: U.S. Consumption And Trade In 1969, combines results of two recent Commerce surveys. The publication deals with consumption in 1969 of industrial diamonds (crushing bort, grit, and powder; and stones), by kinds, major size categories and end uses.

It also includes data on production, consumption and imports of small diamond dies in 1966-69, and foreign trade statistics on industrial diamond for 1967-69.

William D. Lee, director of BDC, said the study is the only official source of current consumption data on industrial diamond.

"Although data collected in the surveys were obtained primarily for use in defense planning activities, so many requests have been received for the information that we are publishing it as a service to business and industry," Lee stated.

Copies are available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Price is 10 cents.

—Bureau of Domestic Commerce

New SBA Head Cites SCORE, ACE

Materialistic know-how can go hand in hand with deep social commitment, explained Thomas S. Kleppe, newly appointed Administrator of the Small Business Administration.

"Throughout our history social consciousness on the part of American businessmen has been one of the indispensable ingredients of the national success story," Kleppe stated. To illustrate that American businessmen can be instrumental in helping solve many of the country's social ills, he pointed out two of SBA's special programs: Service Corps of Retired Executives (SCORE) and Active Corps of Executives (ACE). Both are "based entirely on the social conscience of the American businessman."

SCORE consists of more than 3,800 volunteer retired business executives affiliated with 166 local chapters scattered across the country. Members "freely give of their time, effort and expertise in order to help their fellow citizens," Kleppe added.

SCORE offers management counseling to businessmen needing technical advice which experienced professionals can provide.

"Our ACE program is similar in aim, but different in composition. ACE is a group of actively-employed junior executives who make themselves available on an individual basis for counseling and management assistance." Kleppe continued, "Like our SCORE volunteers, they do not receive a penny of salary for their services."

SBA, as a result of service agreements with business and professional associations, has obtained voluntary service pledges from groups with memberships totaling over 127,000.

What thousands of volunteers are doing through SBA, Kleppe said, millions of other businessmen in the private sector are doing through local and national organizations.

—Small Business Administration

Thomas S. Kleppe
Administrator
Small Business Administration

Jobs For Vets Names Advisory Leaders

Seven cabinet members are among 100 leaders from government, business and labor named this month to the national advisory committee of the Jobs for Veterans program.

Secretary of Labor J. D. Hodgson and James F. Oates, national chairman of Jobs for Veterans, announced the blue-ribbon committee at the Labor Department where a progress report was given on the program.

The Jobs for Veterans program will seek to improve employment prospects for veterans, especially the more than one million servicemen who will complete their military obligations in the next 12 months. About one-fourth of these veterans will resume their education, but most will enter the civilian labor market, many of them seeking their first full-time jobs.

The majority of returning veterans are in the 20-24 year age group where the labor market is particularly competitive.

The Cabinet appointments, in addition to Hodgson, were: Secretary of Commerce Maurice H. Stans, Secretary of Defense Melvin R. Laird, Secretary of Housing and Urban Development George W. Romney, Secretary of Health, Education, and Welfare Elliot Richardson, Secretary of Transportation John A. Volpe and Postmaster General Winton M. Blount.

The new program will seek to stimulate the formation of action groups at the State and local levels and to encourage public and private employers to actively seek out and hire or train veterans.

—Jobs for Veterans National Committee

Calendar For Businessmen

Feb. 26-27—Atlanta—Seminar on "How to Start and Operate a Small Business," sponsored by the Georgia Science and Technology Commission and the Georgia Tech Alumni Association. For information contact Joel W. Lawson, Box 32745, Atlanta, Ga. 30332. Phone: 404-876-7391.

March 3—Houston, Texas—Census User Conference. For information contact Howard Martin, Houston-Galveston Area Council, Federal Land Bank Building, 430 Lamar Ave., Houston. Phone: 713-227-5222, Ext. 267.

March 4—Tuscaloosa, Ala.—Census User Conference. For information contact Henry Moore, University of Alabama, Tuscaloosa. Phone: 205-348-6191. Or Department of Commerce Field Office, Birmingham, Ala.

March 11-14—Long Beach, Calif.—"Ocean '71, Marine Recreation and Conservation" National Conference and Exhibition. Pacific Terrace Arena, Auditorium Complex.

March 31—Syracuse, N. Y.—Census User Conference. For information contact Greater Syracuse Chamber of Commerce, 1700-1 Mony Plaza, Syracuse, N.Y. 13202. Phone: 315-422-1343.

SCIENCE & TECHNOLOGY REPORT

- **Air pollution agencies to get better weather advice**
- **Panel to probe environmental aspects of SST**
- **Safer braking is goal of NBS research**
- **3.1 billion-pound market forecast for fish protein**
- **Patents of special interest**

Federal, State, Local Air Pollution Agencies To Get Better Weather Advice

Improved weather services to Federal, state, and local air pollution control agencies is the goal of a five year program announced last week by Dr. Robert M. White, Federal Coordinator for Meteorological Services and Supporting Research.

Dr. White, who is also Acting Administrator of Commerce's newly-created National Oceanic and Atmospheric Administration (NOAA), said the plan is aimed at specific meteorological services to support air pollution control activities on an urban scale.

"The high degree of urbanization in the United States is emphasized by the fact that more than 70 percent of the American people live in some 200 urbanized areas comprising less than 10 percent of the total land area of the country," the plan points out.

A major feature of the plan is the establishment of specially trained and equipped air pollution meteorologist teams to provide expert weather advice to pollution control agencies. Five such teams are already in the field, stationed at St. Louis, Chicago, Philadelphia, New York City, and Washington, D.C. Twenty-one more will be operating by mid-1974, Dr. White said. Present plans are to establish the units at Los Angeles, Pittsburgh, Cleveland, Houston, Seattle, Denver, Louisville, Boston, San Francisco, Portland, Ore., Charleston, W. Va., Detroit, Buffalo, Birmingham, Knoxville, Phoenix, Salt Lake City, Atlanta, Albuquerque, New Orleans, and Milwaukee.

Also high on the list of meteorological support priorities is the establishment of a special unit within NOAA's National Weather Service dedicated to air pollution meteorology. This unit would be located at the Weather Service's National Meteorological Center near Washington. While the Center currently provides large-scale weather analyses and forecasts of air pollution potential across the nation as part of its regular function of providing guidance to local Federal weather forecasters, the new unit would give full-time support to air pollution activities.

Details of the long-range program are included in the new "Federal Plan for Air Pollution Control Meteorological Services," developed by the Federal Coordinator with the advice and assistance of NOAA and the Air Pollution Control Office of the new Environmental Protection Agency.

The Environmental Protection Agency is responsible for the Federal program in air pollution. The agency provides support to all operational aspects of state and local air pollution control agencies, including meteorology.

Day-to-day operations in air pollution control, including forecasts of air quality apart from meteorological support services, are the responsibility of state and local organizations. The Federal plan differentiates between the two separate and distinct services that need to be rendered in connection with the urban air pollution problem. Small-scale observations and air pollution potential advisories will be provided by the National Weather Service. On the other hand, air quality forecasts are made by the air pollution control agencies.

The National Weather Service has been issuing air pollution potential advisories for episodes that affect relatively large areas of the country since 1960.

For advisory service on the relatively small, local scale, the Weather Service air pollution meteorologist teams located in five densely populated eastern areas were put in the field in 1969. These teams and the 21 to be added to the program in the next few years are a logical extension of the large-scale program in the support of local urban air pollution control programs.

Other areas of potential improvement in meteorological services provided to air pollution control agencies include the development of better weather sensing devices, forecasting techniques, and information dissemination.

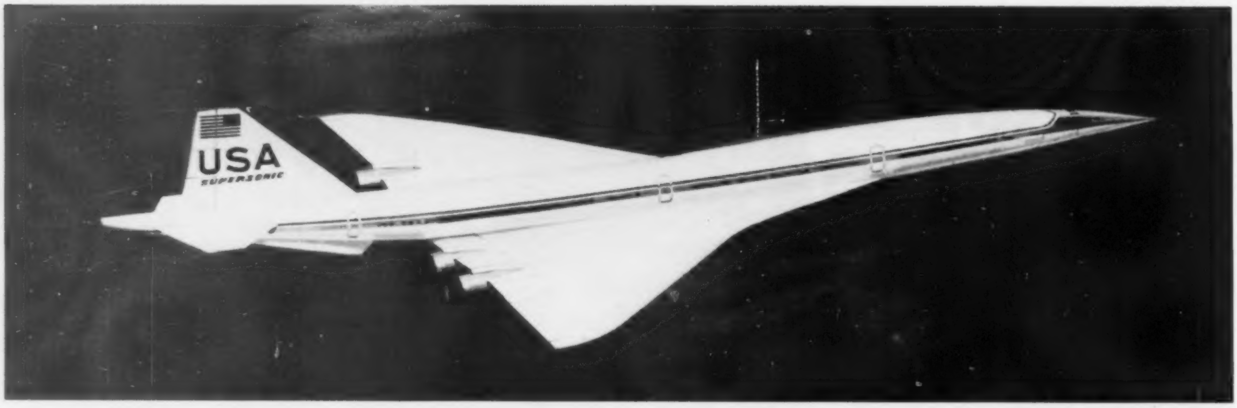
An interim technique for urban sounding of the atmosphere is electronic tracking of balloon-borne instrument packages which measure the wind, humidity, and temperature as they rise through the air and radio the information back to earth. However, significant advances in urban low-level sounding must await the availability of indirect radiometric devices for temperature sensing and accoustical or Loran systems for wind finding. Prototypes of such devices are currently in the testing stages of development. In addition to upper air measuring devices, surface monitoring instruments will be improved and automatic stations developed to transmit information from various points within an urban area to a central computing facility.

Forecasts of air pollution potential will be improved, according to the plan, with the development of smaller scale atmospheric prediction models for computer operation. The creation of a special unit at the National Meteorological Center will increase substantially the quality and quantity of guidance material from the Center to the local air pollution meteorologist units.

Dissemination of weather data to interested agencies will be improved by the establishment of high-speed telephone-teletypewriter systems between the Weather Service units, the Environmental Protection Agency, and state and local control agencies.

—NOAA

CITY POLLUTION—*America's cities are being choked by air pollution. Under the new five-year program announced last week, improved weather services will be made available to local community pollution control agencies.*



HOW WILL IT AFFECT THE ENVIRONMENT?—*A special panel established by the Commerce Department's Technical Advisory Board will report to Secretary Stans by September its answers to the environmental questions surrounding the SST.*

SST Panel To Probe Environmental Aspects Of Controversial Craft

Reacting to the widespread interest in the environmental aspects of the highly controversial Supersonic Transport (SST), the Commerce Department's Technical Advisory Board (CTAB) has established a special panel on SST Environmental Research at the request of Commerce Secretary Stans. The Secretary took this step at the instigation of William M. Magruder, director of the Transportation Department's SST program.

The special panel will analyze weather, climate, and radiation data reporting to the Secretary by September on its conclusions and recommendations.

"The environmental aspects of supersonic flight have received major attention and millions of dollars of research attention over the past 12 years," Secretary Stans said. "Based on information from past and ongoing research, no significant effects on the weather and climate due to the SST program have been identified. However, in the absence of complete data, and because sufficient uncertainties exist, I believe that additional information should be obtained and analyzed," he said.

The Secretary said he expects the panel to determine whether existing research efforts, both here and abroad, plus the planned Department of Transportation research program, are adequate to produce definitive and timely answers to environmental questions. The panel also plans to meet with British, French, and Russian governmental authorities and scientists.

Heading the panel is Dr. Frederick C. Henriques, an atmospheric photochemist and Board Chairman of Technical Operations, Inc., Burlington, Mass.

Members include: Dr. Harriet L. Hardy, Assistant Medical Director, Massachusetts Institute of Technology; Dr. Joseph O. Hirschfelder, chemistry professor, University of Wisconsin; Dr. Paul B. MacCready, Jr., meteorologist, Altadena, Calif.; Dr. Thomas F. Malone, Dean, Graduate School, University of Connecticut; Dr. Martin A. Pomerantz, Director, Bartol Research Foundation, The Franklin Institute, Swarthmore, Pa.; and Robert W. Rummel, Vice President, Planning and Research, Trans World Airlines.

Additional panelists are to be named soon, Secretary Stans said.

The SST panel is the most recent established by the Commerce Technical Advisory Board. Since its establishment in 1963, CTAB panels have studied and reported on the technological aspects of surface effects ships; promotion and management of invention and innovation; utilization of the electromagnetic spectrum, research and development relating to high speed ground transportation; and the feasibility of electric vehicles for air pollution control.

Two studies recently completed and soon to be published concern noise abatement and the effects of gasoline additives on air pollution.

In this way, CTAB advises the Secretary of Commerce and the Department on ways and means by which research and development can stimulate the economy.

Originally, CTAB was concerned primarily with problems for which the Department of Commerce had responsibility. However, its operation recently has been expanded to include problems of broader national interest.

CTAB this year is made up of 17 leading scientists, engineers, corporation executives, and educators appointed by Secretary Stans. Chairman is expected to be Dr. James H. Wakelin, Jr., a former Assistant Secretary of the Navy for Research and Development, recently nominated Assistant Secretary of Commerce for Science and Technology (see *Commerce Today*, Feb. 8, 1971, page 33). Frank Cacciapaglia, Jr., is Executive Director of the Board.

Safer Braking Is Goal Of NBS Research Unit

Safer braking for millions of American motorists is the goal of a research unit of the National Bureau of Standards' Institute for Applied Technology.

Studies have shown that the hydraulic brake fluid currently in use is greatly degraded by the water it picks up in the course of ordinary car operation. NBS's Office of Vehicle Systems Research has been assigned to develop specifications for a new Federal Standard for longer-lasting brake fluid.

Despite the introduction of disk brakes and split hydraulic systems, hydraulic brake fluid is still used by all cars. The Federal Government published its first procurement specification standard for it in 1938, and in 1963 set standards for all brake fluid sold in the United States.

Conventional brake fluid, typically a blend of high-molecular-weight, high-boiling polyglycols and solvents, is formulated to offer a happy medium between incompatible characteristics; it must not boil when hot and must remain sufficiently fluid when cold. Mandatory Federal standards effective in 1963 established specifications for conventional, high-temperature, and arctic grades of fluid.

By the time the first mandatory Federal standards appeared, automotive engineers were aware that the presence of water in brake fluid markedly degraded its performance by increasing its viscosity and lowering its boiling point. Even if a brake fluid was acceptable when placed in service, it might acquire as much as 10 percent water over the years. The absorbed water lowers resistance to brake-line vapor locking, speeds corrosion of wheel cylinders, and makes cold weather performance more sluggish.

OVSR is starting to test several developmental as well as commercially available brake fluids in a fleet of vehicles that is on the road almost every day. The Chesapeake and Potomac Telephone Company is permitting the OVSR to replace the brake fluid in the phone company's new panel trucks with new brake fluid of known characteristics.

TESTING BRAKE FLUID—*NBS Technician Robert Bussink pours new brake fluid into the master cylinder reservoir of a Chesapeake & Potomac Telephone Co. truck. The telephone company is cooperating with NBS by permitting it to take regular samples from the brake fluid in 22 of its trucks over the next two years.*

The Bureau's technicians drain and flush the hydraulic system and replace all rubber components and hoses before putting in the new fluid. The master cylinder reservoir is then sealed; samples of fluid will be obtained from wheel cylinder bleed valves and from the master cylinder reservoirs at intervals during the two years that the test will be run.

The data obtained from this experiment are expected to be useful in evaluating the magnitude of the water content problem and perhaps in identifying brake fluid formulations that best resist the water invasion.

—National Bureau of Standards

3.1 Billion-Pound Market Forecast For Fish Protein

A nearly white, odorless and tasteless powder made from whole fish and containing about 80 percent high-quality animal protein and other nutritional minerals may soon make its way into American diets as a food additive.

Favorable prospects for using various forms of fish protein concentrates (FPC) as an additive have been indicated in a study by Cornell University researchers. Commerce's National Oceanic and Atmospheric Administration says that the study shows an annual market potential for protein ingredients in 16 major food product categories to be approximately 3.1 billion pounds.

Dairy products, baked goods, pet foods and processed meats account for 86 percent of the potential, with a substantial increase in demand for protein ingredients forecast for this decade.

Philip M. Roedel, Director of NOAA's National Fisheries Service, which sponsored the FPC study, said "this work shows that the use of fish protein concentrates to fill at least part of the growing U.S. demand for protein is a realistic possibility, especially if certain desirable characteristics, such as solubility for use in beverages, can be developed in the product."

Certain regulations, Roedel explained, prohibit the use of FPC in manufactured foods, so modification of the rules must be made before FPC's full value can be realized. The Food and Drug Administration's Food Additive Amendment provides only for the sale of additives such as FPC in pound packets.

This spring a demonstration plant which can produce up to 7½ tons of FPC on a 24-hour basis will open in Aberdeen, Wash.

—NOAA

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

Anthropodynamic dummy. A dummy to determine the survivability or injury of man under crash or crash ejection conditions which incorporates structure to simulate the major dynamic characteristics of the human body. The dummy has a body with movable joints, a torso with longitudinal and transverse natural frequencies and limbs having bending and axial stiffnesses to simulate the human body. Patent No. 3,557,471 issued to Peter R. Payne, Rockville, Md., and Stephen J. Chris, Gaithersburg, Md., and assigned to Wyle Laboratories.

Shoe heel firearm. A firearm device in which the barrel is mounted in a shoe heel at the rear end of the shoe and contains a fire cartridge in the back end. The cartridge can be detonated by a sharp impact on the bottom of the heel or the rear end of the heel. Patent No. 3,557,481 issued to Fred E. Stuart, Sr., 1157 Bel Aire Drive, P.O. Box 5856, Daytona Beach, Fla.

Wall construction. A wall construction which includes first and second tiers of interlocking blocks where the blocks of one tier are formed with opposed hooks for engaging the blocks of the opposite tier. The blocks on the outside surface are aligned vertically and horizontally and the inside surface are aligned both horizontally and vertically and are offset horizontally by half block intervals from the blocks of the outside tier. The wall construction is completely interlocked and may be formed without the initial application of mortar. Patent No. 3,557,505 issued to Arthur A. Kaul, 961 Chehalis Ave., Chehalis, Wash.

Method of packaging. A method of packaging fragile articles by enclosing the article in an impervious envelope with the envelope arranged in relation to the surface contour of the article, and spraying the outer surface of the envelope with a liquid mixture to form a cellular energy absorbing cushion around the article. Patent No. 3,557,518 issued to Fred B. Purkey, Morristown, Tenn., and assigned to the Berkline Corporation of Morristown, Tenn.

Dart propelling device. A launching device for darts, bolts or arrows that has a handle and a tubular shaft attached with the object to be launched or propelled inserted in a gripping mechanism on the end of the shaft. The long shaft allows the object to be launched with great speed by virtue of a casting type delivery such as may be found in a fishing rod. Patent No. 3,557,768 issued to Howard L. Lake, P.O. Box 672, Bettendorf, Iowa.

Oil skimming apparatus. An apparatus for removing a film of oil from a large body of water composed of a pair of similar funnel assemblies, one positioned behind and in the wake of the other with a harness for towing. Each funnel has a cover with spaced floats to support its wide leading edge above the water to capture the oil with the rest of the cover being supported on the floating oil. Skirts are arranged at the tapered trailing edges of the cover to funnel the oil inwardly toward its apex, a sump to receive the oil from the apex and a pump to transfer the oil from the pump to a storage barge. Patent No. 3,557,960 issued to Hugh J. Fitzgerald, Austin, Texas, and assigned to Ocean Pollution Control, Inc., of Dallas, Texas.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,800 patents are issued each week. Trademarks are published in the *Trademark Official Gazette.* Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D.C., 20402.

Science Calendar

March 3—Columbus, Ohio—Technological Forecasting Seminar at Columbus Laboratories of Battelle Memorial Institute, 505 King Ave. Cosponsors: Commerce's Cleveland Field Office and Battelle. Information: 216-522-4750.

March 22-23—Gaithersburg, Md.—National Bureau of Standards. Second National Conference on Roofing Technology. Cosponsor: National Roofing Contractors Assn.

April 18-22—Gaithersburg, Md.—National Bureau of Standards. Fourth Annual Meeting of the National Conference of States on Building Codes and Standards. Information: Robert M. Eisenhard, NBS, 921-3447.

April 20-23—Orlando, Fla.—Fifth Florida Industries Exposition Inventors Congress. Produced in cooperation with Commerce's Office of Inventions and Innovations, National Bureau of Standards, and the Patent Office.

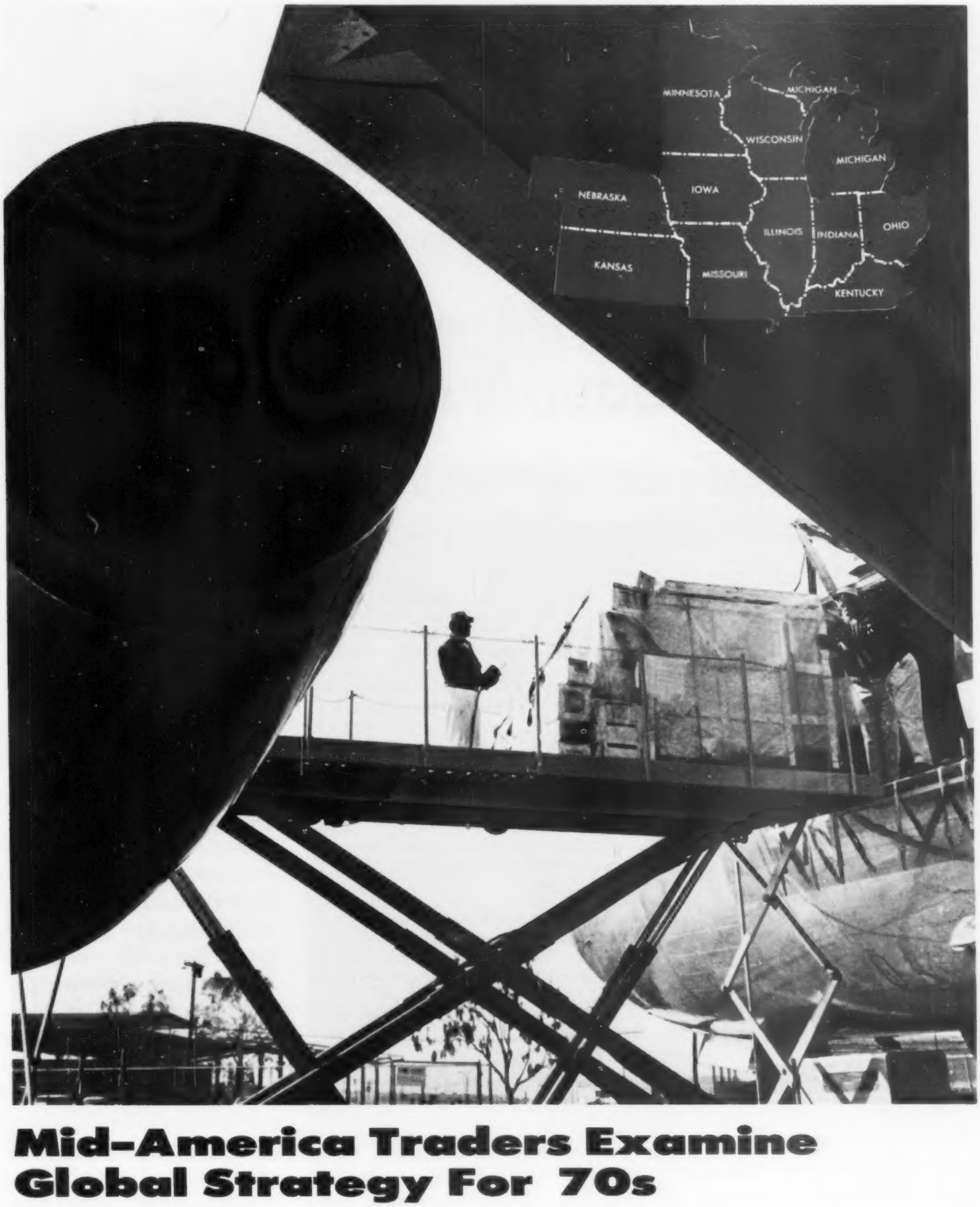
April 27 — Philadelphia — National Bureau of Standards Seminar at Franklin Institute Research Laboratories, 20th and Benjamin Franklin Parkway. Cosponsored by Commerce and the Institute.

May 10-14—Gaithersburg, Md.—National Bureau of Standards conference on: Flow—Its Measurement and Control in Science and Industry. Cosponsors: American Institute of Physics, American Society of Mechanical Engineers, Instrument Society of America.

FEBRUARY 22, 1971

International Commerce

- New quarterly figures on manufactured exports
- Commerce aids investment corporation for LDCs
- Secretary Stans reports Kenya investment prospects
- British reported dampening price pressures
- Norway hopes restraints will restore balance


MINNESOTA
MICHIGAN
WISCONSIN
MICHIGAN
NEBRASKA
IOWA
ILLINOIS
INDIANA
OHIO
KANSAS
MISSOURI
KENTUCKY

Mid-America Traders Examine Global Strategy For 70s

Page 33

Newsmemo

Worldwide tariff rules and other basic trade and development subjects are being taught this month to an important student group in Geneva, Switzerland. The students are trade officials of 21 developing nations. Over 15 years, 322 such officials from 79 nations have attended the course, directed by the General Agreement on Tariffs and Trade. Fellowships are provided by the United Nations Development Program.

Which State is No. 1 in per capita exports? The State of Connecticut proudly calls our attention to this statistic, derived from the recent Census report on 1969 U.S. exports of manufactured goods by States. Although the Nutmeg State was only 14th on the list of total exports, it moved almost all the way to the top in per capita figures. Each of the State's 3 million persons was represented by $220 in exports. Only Michigan and Washington (big in autos, aircraft) topped Connecticut. Other States that exceed the $200 per capita mark in exports are Ohio, with $218, and Illinois, with $212.

Meanwhile, the state that is tops overall in exporting, California, has changed the name of its trade directory from "California Directory of Exporters and Importers" to the broader designation of "California International Business Directory 1971." The 400-page volume, updated after five years, has names of 6,000 firms active in the world marketplace. It is published by the Center for International Business, and is edited by the Center's World Trade Libraries Division, both located in San Francisco's World Trade Center.

A salute is in order this month for the 10th anniversary of the YMCA's Center for International Management Studies, which began in Cleveland and moved to New York in 1963. The Center's program helps senior U.S. corporate managers to work with private companies in Latin America, Africa, Europe, and the Middle East, with some exchanges also in Eastern Europe.

"...and the 1,500 visitors were mostly key personnel." That's why Bendix Australia called its participation in a Biochemical equipment exhibition at the Sydney U.S. Trade Center an "excellent showing." The Australian firm, demonstrating analog and digital recorders of Precision Instruments of Palo Alto, Calif., also put on a single-company show at the Center in October. The Sydney Center is still in its first year of operation, but comments like this from its U.S. clients are not unusual.

International Trade Winds

AUTOMOTIVE MAINTENANCE—Washmobile Corp. of Union, N.J. signed an agreement with Yanagawa Seika Co., Ltd., Tokyo, allowing the Japanese firm to produce and market Washmobile equipment and supplies in the Far East. Washmobile will supply blueprints, consultation, manufacturing and marketing know-how in return for a commission on all sales.

COMMUNICATIONS EQUIPMENT—The Hallicrafters Co., Rolling Meadows, Ill., has signed a licensing agreement with Indeletron, Industria Electronica S/A which provides complete manufacturing information and assistance to Indeletron for Hallicrafters FM and SSB communications equipment. Indeletron is located in Rio de Janeiro.

WIRE—A multi-million dollar steel cord wire plant is being constructed in Cagliari, Sardinia, by General Cable Corp. of New York. Designed to supply about 15 percent of the European market for automotive tire cord, the new plant will produce fine-gage steel wire coated with brass. The Sardinia plant will be operated by General Cable's Italian affiliate and is scheduled to open in 1972.

PETROCHEMICALS—Lummus Co. London, the U.K. subsidiary of The Lummus Co., Bloomfield, N.J., has been selected by Indian Petrochemical Corp. of New Delhi to provide basic engineering for a 130,000 metric ton per year ethylene plant. Lummus Co. London will provide engineering, procurement, construction and advisory services for the facilities which will be located at Baroda, Gujarat. Polymer grade ethylene with a 99.9 percent purity will be the prime product.

ELEVATORS—Otis Elevator Co., New York, through Ascinter Otis, a French affiliate, will supply the Paris commercial complex Maine-Montparnasse with 51 elevators and 24 escalators under a $3 million contract. The complex includes a 56-story building which is the tallest office tower in Europe, an 11-story textile center and several other structures. The 28 elevators in the office tower will have speeds up to 1,200 feet per minute.

CONSTRUCTION—Samuel Moore & Co., Mantua, Ohio, through its subsidiary Samuel Moore Europe, S.A., will construct a manufacturing facility for thermoplastic pressure hose and tubing and instrument wire and tubing near Brussels. Completion is scheduled for mid-1971.

CHANGING ROLE IN WORLD TRADE—*Chicago, scene of this week's 34th Mid-America World Trade Conference, is also the home of the Transoceanic Terminals Corp. dock on the Calumet River. Midwest exporters balance the use of such ports with the air cargo facilities shown on page 31 (Photo courtesy Air Transport Assn.).*

Midwest Traders To Map Strategy In Decade Ahead

Whether the Midwest and the United States can meet America's changing role in world trade in the decade ahead will be examined in detail at the 34th Mid-America World Trade Conference, to be held in Chicago Feb. 24-25. The conference, whose formal theme is "Competitive Global Strategies for the 70s," is jointly sponsored by the Chicago Association of Commerce and Industry and the International Trade Club of Chicago.

One of the major conference discussions will focus on the Federal Government's priorities and responsibilities in the stimulation of U.S. export trade. Robert McLellan, Assistant Secretary of Commerce for Domestic and International Business, will participate. Other speakers are Nathaniel Samuels, Deputy Under Secretary of State for Economic Policy; Bert M. Tollefson, Jr., assistant administrator, Agency for International Development; Henry Kearns, president and chairman, Export-Import Bank; Glenn A. Olds, U. S. representative on the United Nations Economic and Social Council; and Myles J. Ambrose, commissioner, Bureau of Customs. The session will be moderated by Thomas H. Coulter, chief executive officer, Chicago Association of Commerce and Industry.

The conference concludes with a dinner at which a newly created award, "Man of the Year in Mid-America World Trade," will be presented. Senator Jacob K. Javits of New York will deliver the address. The session will also include the presentation of Presidential "E" and "E Star" awards to Mid-American exporting firms, by Assistant Secretary of Commerce McLellan.

The opening discussion is titled "Free Trade or Protectionism?" Donald M. Kendall, chairman of The Emergency Committee for American Trade, will deliver the keynote address. Kendall is president and chief executive officer of PepsiCo., Inc. Panelists include Gerald H. O'Brien, executive vice president, American Importer's Association, Inc.; O. R. Strackbein, president and founder, Nation-Wide Committee on Import-Export Policy; and Howard D. Samuel, vice president, Amalgamated Clothing Workers of America, AFL-CIO. The session will be moderated by Lawrence C. McQuade, president and chief executive officer, Procon Inc., a former Assistant Secretary of Commerce for Domestic and International Business.

Practical topics

Another general session will include addresses on competitive global strategies, innovative marketing and imaginative financing, by Russell F. Anderson, president-international publications division, McGraw-Hill; E. R. Rowzee, president and managing director, Polymer Corp., Ltd.; R. L. Wenkstern, chairman of the board, Tonka Corp.; Donald L. Hart, group manager-sales for automotive, service sales and international, Timken Roller Bearing Co.; and Sir Mark Turner, deputy chairman, Kleinwort, Benson Ltd.

Discussions on these subjects will be presented also, by Harry E. Green, senior vice president, Container Corp. of America; George Thurston, treasurer, Cummins Engine Co., Inc.; E. M. deWindt, president, Eaton Yale & Towne, Inc.; and Henry Hall Wilson, president, Chicago Board of Trade.

At a luncheon session, former Secretary of Agriculture Orville L. Freeman will discuss "Realistic Policies and New Initiatives for Trade and Investment in a Rapidly Changing World." Freeman is now president of Business International Corp.

The International Law Section of the Illinois State Bar Association will present a concurrent "conference-within-a-conference," dealing with legal, tax and administrative provisions governing international trade.

Commerce To Aid New Unit Promoting Investment

"We at Commerce stand ready to assist U.S. investors heading for OPIC with their proposals on ventures in the developing nations. Our specialists can help define or refine such proposals. The OPIC staff, in turn, expects to refer some of their applicants to us."

So said S. Stanley Katz, director of Commerce Department's Office of International Investment, about the inauguration last month of the Overseas Private Investment Corp. (OPIC), the quasi-public enterprise that has picked up the investment incentive programs of the AID Office of Private Resources.

The new organization has a mandate under the Foreign Assistance Act of 1969 to reorganize and expand its predecessor's efforts to stimulate the presence of U.S. private enterprise in development projects overseas. It is reshaping its operations along business lines, heeding what is called a "risk management" policy and giving increased attention to the profit motive in investment.

Commerce Department overseas investment officers have built a working relationship with the AID private resources officials and with American investors in the developing nations. Beginning with pilot programs for private investment in Thailand, Colombia, Nigeria, and Pakistan, Commerce worked closely with AID on hundreds of development-oriented projects.

Commerce Field Offices helped OPIC's predecessor arrange conferences on agribusiness and private investment and served as contact points with individual U.S. investors. Subsequent assistance by country, industry, and investment specialists in Commerce enabled American investors to make their projects eligible under AID.

Focusing on a business orientation, the new corporation is governed by a joint public-private board of 11 directors, appointed by President Nixon. AID Administrator John A. Hannah serves as Board Chairman and Bradford Mills, an investment banker, as President. Additional Government directors are Under Secretary of Commerce Rocco C. Siciliano, and State and Treasury Department officials Nathaniel Samuels and Paul A. Volcker.

The six non-Government directors are Gustav M. Hauser, General Telephone & Electronics; Daniel M. Parker, Parker Pen Co.; Clifford Yee, Finance Factors, Inc.; Robert F. Buck, National Bank of Commerce of Seattle; Allie Felder, Jr., Cooperative League of the USA; and James A. Suffridge, AFL-CIO.

New directions

Under OPIC, insurance against the specific political risks of war, expropriation, and currency convertibility will be continued. Risk management principles are to be applied in issuance of insurance, and greater selectivity exercised in the choice of projects to be assisted.

OPIC's legislative charter also calls for more flexible pre-investment and project development assistance. OPIC will share costs of identifying suitable investment opportunities, proving their feasibility and determining their acceptability to the host government. OPIC will select and help finance a negotiated percentage of total survey costs for such studies or projects.

In financial assistance, OPIC's mandate calls for investment financing on a self-sustaining basis. New developments include relaxation of U.S. procurement requirements, liberalized eligibility for loan guaranties, clarified guaranty authority, and a new source of dollar-loan financing. Increases in the authorized amounts of guaranties issued to back private financing and U.S. private capital mobilized have brought the OPIC financing program to the stage where it can provide primary access to long-term U.S. private capital markets for developmental investment.

Commerce's Office of International Investment specializes in U.S. investment policy and represents the Department on the National Advisory Council on International Monetary and Financial Policies; its Director is on the Board of the Export-Import Bank. OII has worked closely with OPIC's predecessor through two-way case referrals. Two examples are:

- Following an AID-approved pre-investment survey in Korea, Greyhound Corp. of Chicago established a 50-50 joint venture with a Korean transportation company to provide modern bus service on the new Pusan-Seoul express highway. Greyhound's $693,000 loan and $250,000 equity investment in the form of 40 reconditioned buses, spare parts, maintenance equipment, trucks and passenger cars are insured against political risk. The Commerce Department cooperated with OPIC's predecessor in working out details.
- Commerce, in cooperation with OPIC's predecessor, brought Pakistan's fertilizer plans to the attention of Hercules, Inc. in 1965 and assisted the Wilmington firm in its pre-investment surveys. Hercules insured its $11.7 million investment, representing 40% equity in Dawood Hercules Chemicals, Ltd. A local currency loan of $14.2 million was authorized in 1968, enabling the $83 million nitrogenous fertilizer project to proceed.

In addition to continuing the established case-referral procedures, Commerce and OPIC are exploring other possible areas of cooperation, including:

Pre-investment assistance in the United States: Commerce Field Offices are in a good position to handle requests for pre-investment assistance and arrangements can be made for Departmental consultations, contacts with Commercial Officers overseas, technical assistance, information on the foreign business community, and referrals to other sources, including OPIC. Because the OPIC staff—limited in size by statute—is not in a position to provide all of these services, they frequently refer prospective investors to Commerce.

Publicity and American business contacts: Commerce access to the business community through its many publications is complemented by direct contacts between its international trade specialists in the Field Offices, industrial specialists in the Bureau of Domestic Commerce, and the business-oriented programs of the Bureau of International Commerce.

Information on the foreign business community: Commerce Country Desk Officers maintain up-to-date country information invaluable to the would-be investor, and their Overseas Business Reports complement Commerce commercial intelligence programs focused on the foreign business community.

Many would-be American investors require pre-investment assistance before formally applying for OPIC investment incentives. Initial general requests for assistance may be directed either to the Overseas Private Investment Corporation, 1129 20th St. NW., Washington, D.C. 20527, phone, 202-632-1854; or the nearest Commerce Department Field Office.

In OPIC, specific inquiries on investment insurance programs should be referred to Insurance Vice President Marshall T. Mays, and on pre-investment assistance or finance programs, to Finance Vice President Philip McCallum.

In Commerce, write: Foreign Investment Services Division, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. Telephone, 212-967-4065.

U.S. Again Loses Ground In Manufactures Market

The United States continued to lose ground in the world market for manufactures as the value of U.S. shipments declined, on a seasonally adjusted basis, by 2½ percent during the third quarter of 1970 to $7.3 billion. At the same time, the combined exports of our major competitors to destinations outside this country also decreased, although at only a fraction of the U.S. rate. As a consequence, our share edged downward to 21.1 percent, its lowest point in at least a decade except for the dockstrike-depressed first quarters of 1965 and 1969.

The deterioration in the U.S. position stemmed mainly from a further decline in performance in the transport equipment market after a temporary improvement in the second quarter, but also reflected a substantial weakening in chemicals. These losses were only partially offset by a sizable increase in the U.S. share of world exports of nonelectric machinery. The U.S. standing in the two remaining groups of manufactures showed little or no change.

Following a decline in the second quarter of 1970, the U.S. share of world exports of nonelectric machinery rebounded sharply to 29.3 percent. The 2 percentage point gain reflected a one-tenth expansion in deliveries to a new quarterly high of $2.2 billion. The advance in U.S. sales was widespread. Notable gains were registered in computers, agricultural machinery, and both agricultural and industrial tractors and parts.

With sales of most major products running close to the levels of the June quarter, exports of electric machinery showed only a nominal increase in July-September 1970. Shipments from the other industrial countries fared no better, however, with the result that the U.S. share remained unchanged at 22.5 percent.

A marginal decline in exports led to a slippage in the U.S. position in the world market for other manufactures, a diverse group consisting mostly of semimanufactures and nondurable consumer goods. Sharply lower third quarter shipments of steel, aluminum, and copper accounted for most of the loss, which was partially offset by substantial increases in deliveries of photographic supplies and scientific and professional instruments.

Auto, aircraft sales drop

A 16 percent reduction in exports during the September quarter markedly depressed the U.S. position in world sales of transport equipment. Except for a partial recovery in the second quarter of 1970, the U.S. share has trended downward since mid-1968. None of the recent quarterly drops has been as pronounced, however, as the 3.2 percentage point fall in July-September which depressed our share to 28.1 percent, its lowest mark in several years. A reduction in exports of civilian and, to a lesser extent, military aircraft to world markets and in shipments of automotive products to Canada accounted for the bulk of the loss.

The U.S. position also deteriorated sharply in chemicals. Reduced shipments of organic compounds, pharmaceuticals, and plastics largely accounted for the 7½ percent decline in U.S. exports. As a consequence, the U.S. share of the world chemical market dropped to 20.8 percent.

Competitors' shares advance

During the September quarter of 1970 two of this country's principal competitors boosted their shares of the world market for manufactures outside the United States over the preceding quarter. Germany and Japan reported significant share gains as well as record export values for the first nine months of the year. The United Kingdom, hampered by a dockstrike of more than two weeks' duration, experienced a sharp decline in share, while the Italian and French positions were unchanged.

Germany's share of world exports advanced to 20.1 percent in the third quarter, as the value of its deliveries nudged the $7 billion mark. Continued sizable increases in sales of transport equipment sparked the German advance, and helped offset substantial share losses in both electric and nonelectric machinery.

Growing by 2.8 percent in value over the second quarter, Japanese exports of manufactured goods rose more than twice as fast as those from Germany. As a result, Japan improved its market position in all commodity groups except transport equipment, and pushed its overall share to 9.0 percent from a second quarter level of 8.7 percent. The most notable Japanese gains occurred in chemicals and electric machinery.

Italy's standing remained the same as in the June quarter. A severe setback in nonelectric machinery, where sales fell by nearly 6 percent, was balanced by moderate increases in other commodity groups. In France, too, the share position was unchanged because of offsetting quarter-to-quarter commodity movements.

With exports of manufactures dropping off by $200 million, the United Kingdom's share of the market slid by half a percentage point to just under one-tenth of the total. The most severe British loss occurred in nonelectric machinery, but declines in three of the remaining commodity groups were also significant. Only in transport equipment did the British position improve.

U.S. SHARE OF WORLD EXPORTS OF MANUFACTURES

Adjusted for seasonal variation

Commodity		U.S. exports (million dollars)	U.S. share (%, world exports to foreign markets[1])	Commodity		U.S. exports (million dollars)	U.S. share (%, world exports to foreign markets[1])
Manufactures, total				**Electric machinery**			
1967	1st qtr.	5,266	23.4	1967	1st qtr.	528	25.9
	2nd	5,192	22.6		2nd	526	25.4
	3rd	5,172	23.4		3rd	526	26.1
	4th	5,281	23.5		4th	525	25.8
1968	1st	5,476	22.8	1968	1st	537	24.7
	2nd	5,863	24.4		2nd	567	26.1
	3rd	6,388	24.2		3rd	600	25.3
	4th	6,154	22.6		4th	581	24.0
1969	1st	5,785	21.1	1969	1st	590	24.0
	2nd	6,879	23.1		2nd	684	25.2
	3rd	7,054	22.8		3rd	720	25.1
	4th	7,085	22.2		4th	686	23.3
1970	1st	7,319	22.1	1970	1st	718	23.4
	2nd	7,534	21.4		2nd	750	22.5
	3rd	[2]7,340	21.1		3rd	[2]760	22.5
Chemicals				**Transport equipment**			
1967	1st qtr.	707	24.0	1967	1st qtr.	1,062	30.7
	2nd	698	23.5		2nd	1,092	30.4
	3rd	685	23.6		3rd	1,150	31.9
	4th	722	24.0		4th	1,220	34.2
1968	1st	748	23.5	1968	1st	1,352	33.6
	2nd	810	25.1		2nd	1,436	35.0
	3rd	918	25.3		3rd	1,501	34.7
	4th	810	22.7		4th	1,579	33.8
1969	1st	661	18.9	1969	1st	1,616	33.2
	2nd	917	23.8		2nd	1,676	33.1
	3rd	884	22.0		3rd	1,644	32.3
	4th	906	22.2		4th	1,624	31.0
1970	1st	1,007	23.6	1970	1st	1,618	30.8
	2nd	984	22.4		2nd	1,835	31.3
	3rd	[2]910	20.8		3rd	[2]1,546	28.1
Nonelectric machinery				**Other manufactures**			
1967	1st qtr.	1,520	30.9	1967	1st qtr.	1,449	15.9
	2nd	1,485	29.7		2nd	1,391	14.9
	3rd	1,475	30.3		3rd	1,336	15.3
	4th	1,491	30.1		4th	1,323	14.9
1968	1st	1,481	28.8	1968	1st	1,358	14.3
	2nd	1,558	30.6		2nd	1,492	15.7
	3rd	1,688	30.3		3rd	1,681	16.0
	4th	1,603	28.0		4th	1,581	14.6
1969	1st	1,486	26.9	1969	1st	1,432	12.9
	2nd	1,834	29.3		2nd	1,768	14.8
	3rd	1,914	29.4		3rd	1,892	15.3
	4th	1,953	29.1		4th	1,916	14.8
1970	1st	1,981	28.6	1970	1st	1,995	14.7
	2nd	2,012	27.3		2nd	1,953	13.7
	3rd	[2]2,216	29.3		3rd	[2]1,908	13.6

Note: The quarterly figures in 1969 were affected by the U.S. longshoremen's strike beginning Dec. 20, 1968, and ending Feb. 15 at New York and on various dates through Apr. 13, 1969, at other ports. The term "manufactures" refers to chemicals, machinery, transport equipment, and other manufactures except mineral fuel products, processed food, fats, oils, firearms of war, and ammunition.

[1] World exports are defined as exports from the 14 major industrial countries. These nations, which account for approximately four-fifths of world exports of manufactures to foreign markets, are: United States, Austria, Belgium-Luxembourg, Canada, Denmark, France, Germany (Fed. Rep.), Italy, Netherlands, Norway, Sweden, Switzerland, United Kingdom, and Japan. Exports to foreign markets are total exports excluding exports to the U.S.

[2] Preliminary.

Export Finance Progress Asked By Chamber Unit

A new overall strategy for financing U.S. exports, involving a much higher degree of coordination among federal agencies and long range planning, is being called for by the Chamber of Commerce of the United States.

"Unless such a strategy is soon adopted, the U.S. will watch its competitive ability continue to erode in world markets, particularly in the developing countries," Charles W. Harbaugh, executive manager of the National Chamber, said in releasing recommendations aimed at more competitive financing tools for U.S. exporters.

The recommendations, developed over a period of several months of study, cover competitive interest rates, terms of repayments, and flexibility in programs and overall financing by federal agencies.

They were released at a roundtable session in Washington attended by officials of the Commerce, State and Treasury Departments; the Eximbank, the Federal Reserve Board and the General Accounting Office, and by banking and business executives.

Harbaugh said the Chamber believes that the Eximbank needs more resources and assistance from other Federal agencies and removal from unified budget limits.

One business panelist, Harry W. Jones, Vice President of Westinghouse Electric International, focused his presentation on the growing difficulty in distinguishing between export credits and concessional financing through development assistance. Jones noted that U.S. financing facilities do not have the flexibility to operate as intensively as other nations in the "gray zone" between the hard rates of commercial export credit and development assistance terms.

Referring to the need expressed in the group's report for increased interest spreads for commercial banks in the Eximbank discount loan program, Alfred E. von Klemperer of Morgan Guaranty Trust Co. stressed the importance of encouraging more commercial banks to expand their export financing, commenting: "Any truly effective incentive program to expand exports through preferred rates must be structured in conjunction with the nation's commercial banks to be successful. The marginal profitability of financing exports confines it to large banks."

The Chamber report, "Competitive Export Financing for the 70s," developed by a special Chamber task force and supported by a survey and case studies from more than 750 export firms and over 100 commercial banks, is available at $3 per copy from: Chamber of Commerce of the U.S., 1615 H St., NW., Washington, D.C. 20006.

Payment Balance Deficit Continues, On Both Bases

The U.S. balance of payments on the liquidity basis, seasonally adjusted, was in deficit by $581 million in the fourth quarter ($797 million without Special Drawing Rights), the Commerce Department's Office of Business Economics announced as this issue of *Commerce Today* went to press.

The recorded deficit for the full year was $3,874 million, an improvement of $3.1 billion over the $7 billion deficit in 1969. However, special financial transactions accounted for $1 billion of the shift and the allocations of SDR for another $0.9 billion. Most of the rest of the improvement probably reflected a sharp reduction in outflows of U.S. funds to the Eurodollar market. Thus, the underlying liquidity deficit in 1970 was probably not much different from the 1969 $4½ billion underlying deficit.

The balance on the official reserve transactions basis, seasonally adjusted, was in deficit by $3,305 million in the fourth quarter ($3,521 million excluding allocation of SDR), a $1.5 billion deterioration from the third quarter. The deficit for the year was a record $9,819 million ($10,686 million excluding allocation of SDR), following a $2.7 billion surplus in 1969. The shift largely reflected an easing of monetary conditions in the United States while conditions abroad remained relatively firm.

Complete details are being published in *Survey of Current Business* for March, available at $1 per copy from Supt. of Documents, U.S. Govt. Printing Office, Washington, D.C. 20402.

German Investors Invite State Views

Trade and investment development officials of the various U.S. States are being invited to participate in a major "Invest in the U.S.A." conference to be held this summer in Germany.

The sponsoring Consulting Institute of German Economic Affairs expects the meeting, at Munich June 7-8, to attract about 200 participants from German, Austrian and Swiss firms.

U.S. and German experts will discuss such issues as State and local taxes, utilities, labor, and transport opportunities, State incentive and support programs, German Federal aid to encourage U.S. investment, and financial and legal aspects of investment.

All U.S. States are being invited to send representatives. For more detailed information **write:** Domestic Investment Services Division, Office of International Investment, Bureau of International Commerce, U.S. Dept. of Commerce, Washington, D.C. 20230.

Trade Fairs, Centers

Exporters Aim At EDP, Technical, Separation Systems Buyers In Spring

Japan's booming electronics industry, second only to that of the United States, is providing a rapidly growing market for American producers of materials for electronics production. An exhibition of these materials will be staged at the U.S. Trade Center in Tokyo, May 17-22.

The Japanese electronics industry has been growing at an annual rate of 22 to 25 percent and in 1970 it expanded 27 percent to an estimated $9.5 billion. The industry's soaring production has been matched by a rising rate of materials consumption. The industry required $205 million worth of materials in 1967. The demand increased 89 percent to $388 million in 1969.

Market research indicates materials consumption increased another 24 percent to $486 million in 1970. The research also indicates the growth rate in materials requirements will be about 20 percent a year in 1971-1973. Imports of electronics production materials, pacing consumption, have increased almost 90 percent from $29.7 million in 1967 to $56.4 million in 1969.

Write the Department of Commerce, BIC-936, Washington, D.C. 20230 (202-967-4512), or any Commerce Department Field Office.

High performance materials

A few booths are still available for the Apr. 26-30 exhibition and symposium of high performance materials at the U.S. Trade Center in London. American manufacturers of products involving new technology or new applications are particularly invited to display their goods in expanding U.K. markets.

Sophisticated and technologically advanced machinery and materials of all kinds continue to have excellent market prospects in the United Kingdom. Recent British Board of Trade figures show that in 1967 Britain paid $77.7 million for U.S. expertise through licensing and patents. Total British imports from the U.S. in 1969 rose to $2.69 billion, an increase for the sixth consecutive year, with expectations for 1970 indicating another rise.

Contact William Ducker, Department of Commerce, BIC-942, Washington, D.C. 20230 (202-967-3848), or any Commerce Field Office.

Electronics production

The rapidly growing electronics industry of Germany has become a major market for U.S. makers of electronics production equipment. To assist American companies in expanding their sales activities in this market, Commerce will stage an exhibition of production equipment for the electronics industry in the U.S. Trade Center in Frankfurt, May 10-14.

Market research shows the German electronics industry produced $2.8 billion of equipment and components in 1969 and will produce more than $3.1 billion in 1970, a 10 percent increase over 1969.

About 44 percent of Germany's $60 million in electronics production equipment is American-made, and demands for new production equipment in 1971 will be about 40 percent of the present installed equipment value or approximately $24 million. From 1972 to 1974 new equipment demand is expected to range between $12 million and $15 million annually.

In particular, the study estimated that 80 percent of the semiconductor assembly and packaging equipment now in use in Germany's electronics industry is American in origin. U.S. products also account for 60 percent of the semiconductor processing equipment and test equipment in the German electronics industry. A heavy backlog of orders exist for computers, stereos, television sets and other electronics consumer items.

Write the Department of Commerce, BIC-938, Washington, D.C. 20230 (202-967-2425), or any Commerce Department Field Office.

Separation systems

The United Kingdom's growing need for advanced and more effective filtration systems for industrial uses has prompted scheduling of an exhibition of separation systems at the U.S. Trade Center in London, June 21-25.

This will be its first U.S. overseas exhibition featuring complete separation systems for specific industries. The show is expected to attract a blue-ribbon group of British trade leaders, buyers and

EDP SHOWS—*U.S. exhibitions of EDP equipment and materials draw large audiences and project top sales for American firms. Related shows are now set for May in Tokyo and Frankfurt. This scene is from a 1970 EDP materials show in Germany.*

potential agents and distributors.

British purchases of U.S. separation systems and equipment have established strong growth patterns. For example, British imports of U.S. filter and centrifuge equipment have doubled in the past five years.

American manufacturers of separation systems for industry may obtain further information from the Department of Commerce, BIC-942, Washington, D.C. 20230 (202-967-4462), or from any Commerce Field Office.

American Food Exhibits Set For 1971 In Asia, Europe And Caribbean

Exhibitions of American fresh, processed and frozen foods will be held this year by the Department of Agriculture's Foreign Agricultural Service. The shows are scheduled for the U.S. Trade Center in Tokyo, Apr. 12-17; Singapore, May 5-7; The U.S. Trade Center for Scandinavia at Stockholm, May 10-15; Hong Kong, May 20-22; the United Kingdom, September; Cologne, Germany, Sept. 25-Oct. 1; the Caribbean, October.

The Swedish display will feature frozen and convenience foods and the other shows will promote U.S. fresh and processed foods, including demonstrations and samplings.

All foods for these exhibits must be composed mainly of ingredients produced in the U.S. Write: International Foreign Trade Fairs Div., Foreign Agricultural Service, 2305 Auditor's Bldg., Dept of Agriculture, Washington, D.C. 20250 (202-388-6445).

European Trade Events Seek American Participants

American participants are being recruited for several 1971 European trade fairs. Commerce is not planning exhibitions for these events.

INTERSTOFF, a fair of clothing textiles, is set for May 24-27 and Nov. 23-26. Fibers, yarns and textiles for all types of clothing may be shown. Write: German American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019.

Goteborg, Sweden will host the 54th Swedish Trade Fair, May 7-16. The show will feature machinery consumer products and foods. Write: Svenska Massan, S-412 51 Goteborg.

The first "Project 2000" Water Protection—Air Purification—Environment Conservation show is planned for June 22-25 in Graz, Austria. This promotion, first of its kind, is scheduled to occur every three years. Write: Austrian Trade Delegation, 845 Third Ave., 21st Fl., New York.

ETEX, the third international Education and Training Exhibition and Conference, will be mounted in Dublin, June 29-July 3. Equipment and materials for education and training, and services and systems for construction and maintenance of schools will be on view. Write: Education & Training Assoc., 74 Northumberland Rd., Dublin 4.

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EPOXY TECHNOLOGY
ETS PRECIMECA S.A
18 rue d Arras
92 Nanterre
tel 782 56 80
epoxy technology inc
EPO-TEK 410 USED IN LUNAR VEHICLES' BATTERY GAUGES

INTRODUCING THE EPOXY DIE MOUNTER—*Frank Kulesza, head of Epoxy Technology, Inc., right, introduces a French buyer to his firm's epoxy die mounter, shown for the first time in any market during an exhibition of materials for the electronics industry at the Trade Center in Paris. The show was held Jan. 18-22.*

Electronics Materials Draw Buyers To Paris

Materials for the electronics industry were on view at the U.S. showcase in Paris, Jan. 18-22, by 35 U.S. exhibitors. Representing 46 companies, the participants are estimating total first year sales topping $5.2 million.

Five exhibitors were seeking agents, distributors and licensees for France, and seven were interested in contacting representatives for Europe and Israel. Four positions were filled during the promotion and negotiations with nine other candidates were in progress at its end.

Emerson & Cuming, Inc., Canton, Mass., introduced its epoxy, silicones and resins to French buyers through the Trade Center show and is projecting $1 million in first-year orders. With $600,000 each in anticipated annual sales are Universal Oil Products, La Crosse, Wis., and Morton Chemicals Co. of Chicago. Calfonex, Inc., Englewood, N.J., appointed an agent for the U.K.

Worldwide Business Outlook

Kenya Has High Investor Appeal, Secretary Finds

Secretary Stans recently returned from a visit to Nairobi, Kenya, where he talked with a number of Kenyan Government and business leaders and observed Kenya's progress in economic development. In the following article he reports on his findings:

Kenya is a thriving, growing nation—a country not without many of the problems of the developing world, but one that is prospering from its encouragement of relatively free movement of capital and technology. Kenya is realizing the benefits that come as a result of an "open door" to foreign investment.

These are some of my strongest impressions of Kenya, as I view the tremendous economic strides the country has made since I first visited there 22 years ago. I have made several trips to East Africa since then, but only during my most recent trip in December did I have the opportunity to see firsthand Kenya's economic progress since independence in 1963.

Contributing factors

Three factors that contribute to this East African country's economic strength and potential are 1) a diverse and efficient agricultural sector—I saw large-scale wheat production on land that I remember as barren and unused; 2) a small, but fairly well-developed, industrial base; and 3) the Government's positive, up-to-date approach to economic development.

AT FIRESTONE'S NAIROBI PLANT—*Secretary Stans visited the $16 million tire factory that will come into production this spring. From left, E. Matu Wamae, Executive Director, Industrial & Commercial Development Corp.; Babu Wood, Assistant Minister for Commerce & Industry; Robinson McIlvaine, U.S. Ambassador to Kenya; Secretary Stans; C. J. Carpenter, Firestone Project Manager; and J. E. Uhl, Managing Director, Firestone East Africa Ltd. The plant will serve the East African market.*

All these factors have contributed to continuing growth in Kenya's gross domestic product, which was valued at $1.3 billion in 1969. During Kenya's current development plan period, 1969-74, a 6.7 percent average annual growth rate is anticipated through planned public and private inputs totaling approximately $2 billion.

Officials in the Ministry of Commerce and Industry, as well as in the Ministry of Finance, with whom I discussed mutual U.S.-Kenya trade and investment interests, emphasized that Kenya welcomes foreign investors who can assist in achieving its development goals. These government leaders point out that Kenya's foreign investment legislation is another indicator of their country's interest in maintaining an attractive investment climate. Under the Kenyan Foreign Investment Protection Act, the Finance Minister can issue certificates for foreign investments of benefit to Kenya, assuring the holder that he can remit profits and that, if the business is later sold, he can repatriate the capital he invested.

Through its economic planning, Kenya is realistically "pricing out" the aspirations of its people—and in so doing, is recognizing the innumerable opportunities for foreign private capital to build a solid social and economic infrastructure.

Kenyan leaders are particularly interested in attracting labor-intensive industries that can utilize Kenya's plentiful and relatively low-cost labor supply. I feel sure that American investors also can find opportunities in Kenya's tourist potential, based on the country's abundant wild life, attractive climate and scenic beauty. Tourism is already proving to be a leading source of foreign exchange for the country.

Projects Of Interest

Kenyan officials gave Secretary Stans a list of projects they believe should interest potential U.S. investors. Detailed surveys on most of the projects have not yet been undertaken, but additional information on the development-emphasis areas can be obtained from the Industrial Division, Ministry of Commerce and Industry, P.O. Box 30430, Nairobi, Kenya. Among the projects mentioned are food and poultry processing, vegetable dehydration operations, flat glass and fiberglass manufacture, vehicle assembly, insecticide production, and utilization of oil refinery by-products. A more complete list of the projects under consideration and open to foreign investors is available from the Embassy of Kenya, 1875 Connecticut Avenue, N.W., Suite 920, Washington, D.C. 20009.

I was greatly impressed with the number of forward-looking American companies—84 as of this writing and growing all the time—that already have seized the opportunity to locate in a country as well situated as Kenya on major transportation arteries and distribution routes.

American companies manufacture batteries and soap products, process Kenyan agricultural products for home consumption and export, manage modern hotels, and offer a host of other products and services to this African economy. U.S. companies have already invested $58 million of private American capital in the Kenyan economy—a figure that is expected to increase by at least $24 million by the middle of this year as new investment projects are completed.

I had the opportunity to visit one of the new American-backed projects that will come into production this spring—the $16 million Firestone East Africa Ltd. tire factory. This is an excellent example of American technology filling a Kenyan development need. Tires will be produced in its quarter-mile long main building for the East African market. This is one of the most modern factories of its kind anywhere in the world.

Other American companies—such as the Del Monte Corp.—have found conditions favorable for expanding their facilities. Del Monte's Kenyan operation, Kenya Canners Ltd., is a major processor of pineapples, chickpeas and other fruits and vegetables. Union Carbide's flashlight battery plant is creating increased industrial activity and job opportunities in Nakuru, Kenya's third largest city, located in the beautiful Rift Valley area. Just prior to my visit, the Continental Ore Co. announced plans to develop and mine Kenyan fluorspar deposits. This venture is being undertaken in association with the Kenyan Industrial and Commercial Development Corp. (ICDC). The ICDC and DFCK, the Development Finance Co. of Kenya, are the two semi-autonomous agencies through which the Government of Kenya can assist in the financing of new undertakings on either an equity or debt basis.

Kenya's potential is not being overlooked by other international investors. Competition for business opportunities is keen. Under these conditions, American businessmen can continue to enhance their respected position by being "good corporate citizens." Constant attention must be given to opportunities for training indigenous people for managerial and technical positions—whether on the job or here in the United States.

American companies already have an excellent record in utilizing Kenyan workers—94 percent of the employees of American companies are Kenyan citizens. The continuing development of technical, clerical and supervisory skills inevitably will create a sophisticated Kenyan business community, thus increasing the possibilities for even more productive U.S.-Kenyan business relations in the future.

GOVERNMENT ROAD IN NAIROBI—*Secretary Stans was told by Kenyan Government officials that foreign investors who can help in achieving development goals are welcome. Some 84 U.S. firms already have interests there, and more are on the way.*

British Aim To Dampen Price Pressures In 1971

Inflation clearly emerged as the United Kingdom's major economic problem in 1970. In the fourth quarter, retail prices were 7.7 percent above the year before, one of the highest rates of increase among industrial countries. Of particular concern has been the fact that inflation has been accelerating. While retail prices in the first quarter of 1970 were 5.0 percent above a year earlier, by the second quarter the increase was 5.8 percent, and 6.9 percent in the third quarter. In December, the increase was 7.9 percent above the previous December.

Combined with the rapid rate of inflation was a low growth rate, reports the U.S. Embassy in London. For the first half of the year, the average estimate of gross domestic product showed no change from the latter half of 1969. In the third quarter, however, the economy began to pick up some momentum as a result of higher consumer expenditures, with aggregate demand growing roughly in line with the historic increase in productive potential (i.e., about 3 percent/year). For the year, real GDP is expected to have grown at about the same rate as 1969, some 2 percent, once again putting the United Kingdom at the lower end of OECD countries' growth rates.

Higher wage costs

Although inflation received its initial impetus from the effects of devaluation on import costs and the price effects of higher indirect taxes, the primary factor in 1970 has clearly been wage and earnings increases. Basic hourly wage rates in November 1970 were nearly 14 percent higher than a year earlier and average earnings, through October, were also up by nearly 14 percent.

Output per head in the production industries was virtually unchanged from a year earlier. The combination of rapidly rising wages and little productivity increase resulted in unit labor costs rising by nearly 10 percent in the year ending in the second quarter.

As price increases have not fully reflected these and other cost rises, business profit margins have been squeezed.

The impact of wage-push inflation can also be clearly seen in the pattern of GDP expenditure and personal income. After adjusting for taxes and subsidies, personal disposable income increased by 3 percent in the third quarter of 1970 to stand 11 percent higher than a year earlier. Thus, workers have to date been able to raise their earnings faster than businessmen have increased prices.

Consumers spend more

Based on these income rises, consumer expenditures are becoming more buoyant and are proving to be the major expansionary force in the economy. This contrasts with the 1969 experience in which export growth was the major expansionary factor. Thus, expenditures by consumers were up 2½ percent in the third quarter and up 9 percent for the year ending in the third quarter.

In real terms, however, consumer expenditure increased by only 1 percent in the third quarter and was 3½ percent above a year earlier. Preliminary estimates point to a 3.1 percent increase for the year. This contrasts sharply with the virtual absence of real consumer growth in 1969.

Due to the tight squeeze on company profits and liquidity and a stagnant economy, 1970 was a bad year for capital formation. Real investment expenditure by the private and public sectors continued the decline that began in 1969.

In sharp contrast to earlier years, the U.K. balance of payments showed considerable strength through most of 1970. Although trade patterns were distorted during the year due to the July dock strike, visible trade (on a balance of payments basis) was roughly in balance for the year. This contrasts with deficits of $338 million in 1969 and $1,543 million in 1968, and represents the first time since 1958 that a trade deficit has not appeared. With net visible earnings showing a surplus of $120 million/month, the current account surplus was in the order of $1,500 million for 1970, up from $998 million in 1969 and a deficit of $766 million in 1968.

Mixed trade picture

The impressive performance in 1970 was due to increases of 12 percent in exports and 10 percent in imports. The improvement in the trade balance, however, is attributable to sharp differences in price and volume patterns which could contain the seeds of future difficulties. Due to inflation, export prices and volume both increased by 6 percent. Imports, however, showed a 7 percent increase in volume and a 3 percent gain in prices. These divergencies increased in the latter part of the year.

While this favorable movement in the terms of trade aids the balance of payments in the short run, it could indicate future loss of competitiveness. However, due to inflation in the U.K.'s major trading partners, there does not appear to have been a deterioration, at least through the second quarter of 1970, in the competitive advantage gained by devaluation. Since British costs have increased faster than other industrial countries, it is likely that U.K. exporters' profit margins have narrowed somewhat since devaluation.

In addition to a strong current account, U.K. reserves have benefited from large short-term capital inflows due to high British interest rates and renewed confidence in sterling. In an effort to prevent such inflows from undermining the tight anti-inflationary monetary policy, the U.K. authorities announced on Jan. 12 a ban on new foreign currency borrowing, with maturities of less than five years, for use in the domestic economy. Exempt from the ban are outstanding borrowings, existing Bank of England authorizations to borrow, and borrowing to finance overseas investment and exports.

Reserves up, debt down

The strong balance of payments has enabled the authorities to increase British reserves and pay off substantial amounts of official short- and medium-term debt. At the end of 1970, reserves stood at $2,827 million and outstanding debt at the end of the third quarter stood at $3,866 million, less than half the peak 1968 amount. Early in 1971, the pound also moved to its highest level in three years.

The present inflation poses unique problems for government policy. With the economy running at less than full capacity and unemployment considered high by post-war standards, past economic relationships would suggest a moderation in wage pressures. This has clearly not been the case and the government has structured its economic policy to meet the new conditions in a manner consistent with a non-interventionist Conservative economic philosophy. The short-run policy to de-escalate wage demands has two basic themes:

► Maintain, through tight monetary policy, the existing underutilization of capacity by only letting demand grow as fast as the historic increase in productive potential; and

► Keep pressure on the private sector to resist inflationary wage settlements.

Although many groups have called on the government to negotiate an incomes policy with the unions, it appears that at least for the present the government intends to maintain its present policy of tight money combined with moral suasion.

Redirection of policy

The return to Conservative Party rule in June 1970 has resulted in a sharp redirection of government policy. In an effort to attain improved economic growth and breakout of the cycle of stop-go policy, the Conservatives have embarked on a policy of increasing individual initiative and responsibility by reducing the government's role in the economy. In the expenditure package presented to Parliament in October 1970, the Conservatives proposed to reduce the rate of growth of real government expenditure from 3.5 percent to 2.8 percent and reduce taxation to leave more resources in the hands of consumers and business.

As a result of these cuts, the government was able to reduce the corporate income tax from 45 percent to 42.5 percent, effective October 1970, and the standard rate personal income tax by 2½ percent, effective April 1971. The net impact of these changes on aggregate demand, according to the government,would be broadly neutral in the financial year 1971-1972.

In addition to the expenditure program, the government has introduced legislation designed to reform industrial relations.

The U.S. share of the U.K. market declined to 13.1 percent for the first ten months of 1970, based on imports of $2,344 million from the United States out of a total of $17,944 million. Although trade patterns were distorted due to the July dock strike, this represented a 4 percent increase in U.K. imports from the United States during the period, compared to an increase of 8 percent in total U.K. imports.

U.S. TO U.K.—*A 550-pound bricklaying machine, made by the Demarest Co., is loaded for shipment. The U.S. share of Britain's market declined slightly in 1970.*

Increases of this magnitude should continue in 1971, although there may be a shift in pattern. Continued growth in consumer expenditures should result in further increases in durable goods spending but depressed investment expectations could adversely affect capital goods sales. To these demand factors must be added the impact of inflation on British competitiveness and supply constraints in British industries due to strikes.

Exports increased

After adjusting for the re-emergence of an under-reporting of exports in 1970, British exports increased by 11.6 percent in the first ten months of 1970 to a level of $16,180 million. Exports to the United States increased by 6.1 percent during the same period and reached $1,960 million, or 12.1 percent of total British exports.

Profits of U.S. firms manufacturing in the United Kingdom will continue to be adversely affected by the rise in wage costs. For the longer term, however, the United Kingdom should become a more attractive prospect if the government's industrial reform program is successfully implemented and negotiations for entry into the Common Market are satisfactorily concluded. The expectation is that both these events should encourage greater future growth.

Following are specific developments of particular interest to U.S. businessmen.

The new government's policy for the nationalized industries is expected soon. Most attention is centered on the British Steel Corporation and the National Coal Board. The government has already made known its intention of injecting private capital again into some nationalized sectors.

There is an immediate market for low volatile coking coal. Domestic supply cannot meet demand, and the government has lifted its ban on coal imports.

In pulp and paper, Reed International and Bowater Paper Corp., two of the industry's largest, have announced "cooperation" talks. The U.K. paper industry is increasingly pressured by its integrated Scandinavian EFTA counterparts, who are also important pulp suppliers. Stockholders recently approved the Dunlop-Pirelli merger, thus ratifying creation of the largest rubber group outside the United States.

Three large-scale aluminum smelting plants should come on stream in 1971, greatly reducing the U.K.'s dependence on imported ingots.

Vehicle production is down, with the major manufacturers reporting fourth quarter losses, due mainly to labor difficulties of component subcontractors.

On the brighter side, the United Kingdom continues to offer a steady market for high technology devices where pricing is less important. Such sectors as machinery, pollution control devices, electronics, computers and process and control instrumentation all offer opportunities.

Norway Hopes Restraints Will Restore Equilibrium

The Norwegian economy is currently characterized by strong inflationary pressures that built up during the summer and fall months of 1970. This development has come as no surprise in view of the rise in private purchasing power following the comprehensive wage/price/income settlements last spring, stepped-up investments, high government economic activity, and continued strong demand from abroad.

The domestic price increases do not so far appear to have weakened Norway's international competitiveness, because of corresponding price developments among the major trading partners abroad. In spite of this, and foreseeing further price/wage hikes that might endanger the economy, the Norwegian Government has imposed a temporary partial price freeze on commodities and services, some measures to halt the wage drift, temporary cut-backs in certain national and local government outlays, as well as stricter credit control.

Economy is healthy

The over-all prospects for the Norwegian economy, in the opinion of the U.S. Embassy in Oslo, do not appear overly disconcerting, provided that domestic price/wage developments are kept in line with those of the major trading partners. The Norwegian economy is, to all appearances, basically healthy, and, according to industry sources, the near-future outlook is fairly promising for most industries.

Foreign exchange reserves stand at near record levels, representing the value of at least five months of imports at current rates. Part of the extraordinary upsurge in imports toward the end of 1970 was, moreover, represented by "input" goods strengthening the inventories of the industry. Finally, the merchant marine is still operating in a sellers market which, although freight rates are on a declining trend, is expected to continue at least well into 1971. The return to deficits on the current account of the balance of payments (estimated deficits for 1970 and 1971, $200 million and $290 million, respectively) was anticipated. The deficits are largely accounted for by stepped-up deliveries of new ships from abroad.

Consumer demand is up

Following a slow-down in the first months of 1970 (because of the value added tax (VAT) induced buying spree toward the end of 1969), consumer demand has been on an upward trend since March 1970. The most recent figures for retail trade indicate an increasing rate of growth in private consumption in the fall months. The volume of retail trade rose by 6.1 percent in August-October, compared with the corresponding period of 1969.

Following two years of moderate investment activity, capital spending in industry, mining and hydroelectric power development increased by more than 30 percent in 1970. Current plans indicate further, although minor, increases in investments in 1971, particularly in iron and metals, electrotechnical products and transport equipment (shipyards), as well as in hydroelectrical power development. Part of the 1971 government demand, which according to the 1971 adopted fiscal budget is to increase by more than 14 percent, will be rephased in an effort to ease current price pressures. Investment demand remains high, but the rate of growth appears to have slowed down since earlier in the year.

Commodity imports, ships excluded, rose at an accelerating rate throughout 1970. Statistics indicate that the value for the full year reached a level about 23-24 percent above 1969, 8 percentage points of which represent higher import prices.

Return to normalcy

During the one-year period October 1969-October 1970 imports of consumer goods, investment goods and "input" goods rose by 8 percent, 23 percent, and 24 percent, respectively. The relatively low rate of growth in imports of consumer goods represents a return to normalcy in the import pattern. Consumer goods normally account for 20 percent of the imports of commodities, but the buying spree prior to the introduction of the VAT increased its 1969 share to 25 percent. The sharp increase in imports of "input" goods indicates, when compared with the relatively modest rise in industrial production, a substantial strengthening of the inventories of raw materials and semi-finished products, probably reflecting importers' anticipation of a continued upward trend in prices abroad. If this assumption is correct, imports of "input" goods are likely to flatten out in the near future. The Government in its National Economic Budget anticipates a 20 percent reduction in the volume of commodity imports during the current year.

Industrial production in 1970 rose by about 4 percent, compared with a rate of 5 percent in the year before and an average rate of 5.5 percent in the 1959-69 period. Hydroelectric power shortage, cutting back the production of some power consuming industries, explains part of the declining rate of growth, but there is reason to believe that the slowdown is mainly a reflection of the relatively low investment activity in 1968/69. If total demand, including demand from abroad, continues to rise, capacity expansions concluded or under way are likely to step up the rate of increase in industrial production in 1971.

Domestic prices increased sharply during 1970, partly as a result of the replacement of the 13.64 percent sales tax by a 20 percent VAT. The consumer price index (CPI) for Dec. 15 was 13.2 percent higher than the corresponding 1969 figure, which, excluding the 5.8 percentage points attributable to the VAT, represented more than twice the CPI rises in each of the two preceding years (1968 and 1969). According to an industry estimate, 1.5 to 2 percentage points of the 1970 price rise was attributable to higher import prices. The temporary and partial price freeze, effective Nov. 20, on goods and services is currently being heavily criticized in trade and industry circles. The price freeze also comprises imports, with the exception of raw materials imported by the industrial user.

Wages and salaries also rose at unprecedented rates in 1970. The spring wage negotiations resulted in an estimated 9 percent increase in hourly industrial wages. In addition, the 1970 wage drift was 6 percent for the first half year and 7.5 percent during the third quarter. The exceptionally strong wage drift was primarily a reflection of the tight labor market prevailing throughout 1970, despite a record 2.8 percent increase in total employment. In total, wage drift included, industrial wages showed an increase of more than 16 percent during 1970.

Forming part of the measures to combat inflationary pressures, the Storting (Parliament) has put a ban on wage drift over and above what is stipulated in wage agreement, or what is constituting part of the normal industrial wage policies. The effect of this ban seems to be regarded as rather questionable both because wage drifting is a direct result of labor shortage—which is expected to continue—and because of difficulties involved in enforcing such a ban. Norwegian industry anticipates industrial wages to grow by about 10 percent in 1971. Before the price freeze, 1971 consumer prices were forecast to rise by slightly more than 6 percent.

U.S. sales increased

Norwegian imports from the United States rose by 18.6 percent to a total of $248 million in January-November 1970. Norway's exports to the United States, on the other hand, dropped by nearly 8 percent to $130 million. U.S. export increases were recorded for nearly all main categories of commodities. The most notable rises were recorded for farm products, animal fats and oils, iron and steel, machinery, and scientific and technical equipment. Sales of transport equipment, normally the largest single export group, were down, mainly because of lower deliveries of aircraft. The drop in Norway's exports to the United States in 1970 was mainly accounted for by lower deliveries of aluminum, and by the decrease in fur (mink) prices.

Norway continues to be a promising market for a wide variety of U.S. industrial equipment from measuring and testing instruments to mining and heavy construction equipment.

There is considerable Norwegian interest in American automotive maintenance and repair equipment, diagnostic equipment in particular; almost 100 Norwegian businessmen visited the exhibit of such equipment at the Trade Center for Scandinavia in Stockholm, Dec. 7-12. Another U.S. exhibition, COPEX, held in Copenhagen, Nov. 16-21, attracted a number of Norwegian businessmen, particularly in the printing and graphic arts industry.

Many sectors of Norwegian business are investigating the use of computers in their areas. For example, computer controlled production in the pulp and paper industry is being researched. Three time-sharing companies have, moreover, been established in the last year and a half, and it is considered likely that several more will offer such services soon.

The most interesting prospects for U.S. business, particularly in the longer run, are likely to be found in the expanding off-shore oil prospecting and production in Norwegian waters. Extensive high quality oil deposits have already been established, and prospects are promising for other major deposits in the Norwegian part of the North Sea and in the Norwegian Sea. New land bases for oil prospecting and production are being planned on the west coast of Norway.

Malagasy Republic Plans Supertanker Port Project

The Malagasy Government is discussing plans for a dry dock and port to handle 200,000-ton oil supertankers at Narinda Bay on Madagascar's west coast. After discussions with other governments and world agencies, final negotiations are beginning this month with foreign financial institutions and industrial investors on the $108 million project that includes roads, airport, a tourist complex and an industrial zone as well as the port.

Specific industrial investments are sought now for a cement plant and a tire factory, and free trade zone possibilities are being explored. Meanwhile, a U.N. Development Fund study costing $750,000 will examine the economics of the entire region.

Eight U.S. firms are now active in petroleum exploration on the Madagascar west coast, and others are in cattle and meat export projects. All foreign firms interested in the Narinda Bay development should contact Malagasy Bureau de Developpement et de Promotion Industriels, Avenue Marcel Olivier, Boite Postale 3180, Tananarive, Malagasy Republic.

Nigeria's Reconstruction Program Will Expand Business Opportunities

Prospects for increased U.S. trade with and investment in Nigeria during 1971 are promising, reports Robert T. Wallace, Commercial Attache at the U.S. Embassy in Lagos. Commercial and industrial activity, particularly in the booming petroleum industry, is at a high level. An impressive number of new manufacturing establishments are, or soon will be, in production. Many of the larger industrial firms have embarked on major expansion programs.

Although there are areas of economic strain, particularly inflationary pressures and shortages of foreign exchange, both the short and long-term outlook for the economy are excellent. While much remains to be accomplished, there has been substantial progress in rehabilitation and reconstruction in the former secessionist area. Food shortages in the East have been overcome, and general business activity has increased at a rate few believed possible. The money and banking system in the former secessionist area for the most part has been restored, and a number of industrial establishments have or will soon reopen. The restoration of road, rail and electric power systems is proceeding satisfactorily.

Foreign exchange, despite burgeoning earnings from petroleum exports, is likely to remain tight throughout the year. The backlog of deferred but approved applications for foreign exchange is now well over $200 million, where it probably will remain so long as imports continue to rise.

During the coming year, there should be some relaxation on remittances of corporate profits. A year ago the Government permitted 33⅓ percent of backlogged profit to be remitted while this fiscal year 40 percent will be allowed out. A continued relaxation on remission of profits is virtually a necessity if new investment is to be attracted to Nigeria and if established industry is to expand.

A total relaxation of the import licensing system appears remote, although a further token easing is possible. The ban on imports of most luxury and many other consumer goods will be continued.

Although businessmen grouse over the difficulties they experience in operating in Nigeria and deplore the frustrating delays in dealing with the Government, most nonetheless, when pinned down, admit to having enjoyed a profitable year. Many anticipate that 1971 could be as good or better.

New development plan

The Second National Development Plan, which was released in November, outlines government policies and objectives with respect to all sectors of the economy. The degree to which the plan is implemented and fulfilled will have a strong bearing on U.S. trade and investment prospects.

Principal objectives of the Government's industrial policy as set forth in the plan are to provide for rapid expansion and diversification of industry; develop more employment opportunities; promote industries which can earn foreign exchange and to continue developing import substitution industries; and increase the level and proportion of indigenous ownership and participation in industry.

Industries which are to be developed and encouraged include agro-allied industries—sugar, palm kernel, fishing, etc.; petrol-chemical and chemicals; integrated textile mills; an iron and steel complex; assembly of passenger vehicles; paper and pulp; liquefied petroleum gas; and fertilizers. Emphasis also is placed on the development of "intermediate goods industries" such as the manufacture of industrial yarns; bottles for beverages; cans for foodstuffs; artificial fibers; plastic granules; printing inks; and various steel products.

Incentives to investors, on a more selective basis than in the past, will continue to be offered in high priority industries in the form of pioneer status, duty relief, depreciation allowances, and tax advantages. For new industries corporation taxes have been reduced from 65 percent to 50 percent of net profits.

It is anticipated that activities of expatriate firms in the wholesale and distributive trades will be more closely controlled and more rigorous efforts made to place an increasing part of this trade in hands of Nigerians. In fact, the development plan expressly recommends the denial of expatriate quotas within the general distributive trades. The move in this direction no doubt will be gradual and initially will affect expatriate firms and individuals handling textiles, sundries and general consumer goods.

Banking institutions will be pressed harder to facilitate financing for indigenous businessmen both in the distributive trades and small industry. New state-backed financial institutions will be set up.

Since the end of the war, particularly during the latter part of the year, there has been an upsurge in interest on the part of American firms in trade and investment in Nigeria.

In trade the most promising areas continue to be for capital goods required for reconstruction and rehabilitation, and for various government-backed projects to be implemented under the National Development Plan. Opportunities for the sale of transportation, construction, communications, and materials handling equipment should be good. In the transportation field negotiations are nearing completion for the purchase of a Boeing 707 by Nigeria Airways and there are plans to purchase a second such aircraft at a later date. Several firms representing American manufacturers of heavy road building and construction equipment have just completed "their best year ever" and anticipate even greater success in the current year.

The emphasis being placed on the development of agriculture should open opportunities for the sale of various types of agricultural equipment and supplies, well drilling, and irrigation equipment. Opportunities also exist for the sale of cotton ginning and oil seed extraction equipment.

Excellent opportunities should develop for the sale of American equipment to new and expanding industrial establishments. Such equipment could include items required in the projected second petroleum refinery, for the manufacture of liquid propane gas, pulp and paper, chemical fertilizers and textiles, etc. New industries will also open marketing opportunities for certain industrial raw materials, or semi-manufactured goods for further processing.

While good sales prospects exist for U.S. exporters, there are still some impediments to increased U.S. trade with Nigeria. For example, smaller American suppliers should be wary of fraudulent Nigerian petty traders; these can be avoided if the supplier ascertains the bona fides of a Nigerian firm through his bank or the Department of Commerce.

Prospective U.S. ventures

A number of American firms are considering a broad range of joint ventures. Although some projects are still exploratory, others are in advanced stages of negotiations.

Greyhound's joint venture with local partners has come to fruition and a fleet of buses now offer regularly scheduled service between Lagos and other major cities.

NIGERIA BOUNCES BACK—*Business activity has picked up considerably since the war's end. Here, Martin St. in Lagos.*

Two major American automobile manufacturers are among a total of six firms whose proposals the Government is currently considering for the erection of a completely-knocked-down auto assembly plant. Ultimately three firms will be invited to establish assembly plants.

Other possible joint ventures between U.S. and Nigerian firms include plants to manufacture automobile and truck tires; glass bottles; tin cans; pharmaceuticals; synthetic filament yarns; paper tissue and related products; liquid propane gas; and licensing arrangements for the production of soft drinks. In the nonmanufacture area, hotel and property development projects are under consideration and several new engineering-consulting firms are about to commence operations in Nigeria.

American firms considering industrial and other investments in Nigeria will find the ground rules more stringent than in the past. Some may find private Nigerian equity participation difficult to locate in a country when real estate investment gives quick profits. There is some indication that the government's equity in certain ventures will at least in part be taken up on a deferred basis. There is no doubt the Federal Military Government is determined vigorously to pursue its policy of Nigerianization and will require the expatriate management of new industries to provide a realistic program to train and place Nigerians in positions of responsibility and decision making within a relative short time. Expatriate quotas will be more and more difficult both to obtain and retain.

Basically, Nigeria seems firmly oriented to a market economy and welcomes foreign investment. While the pressures for Nigerianization will increase, measures taken in this direction will probably be reasonable.

New Census Form To Speed Export Paperwork Process

The Census Bureau has developed a new Alternate Shipper's Export Declaration form that conforms to the recently-adopted new United States Master for International Trade, a standardized format for the design of basic trade documents. The new form, Commerce Form 7525-V-Alternate (Intermodal), permits the simultaneous preparation of the Shipper's Export Declaration and various other shipping documents which have been redesigned to conform to the U.S. Master, including the short-form bill of lading, dock receipt and delivery instructions.

The new form does not affect the continued acceptability of the existing Form 7525-V (July 1962) or Form 7525-V-Alternate (August 1965). The form is simply being provided as a service to exporters who are in a position to take advantage of it. Advance application and approval for use of the form is not required; nor is its use restricted to any specific method of transportation.

Copies of the new form are not available for sale at Government sales offices, but must be privately printed. Sample copies of the form may be obtained from the Foreign Trade Division, Bureau of the Census, U.S. Department of Commerce, Washington, D.C. 20233.

World Trade Actions

Peru Issues Exchange Regulations; Turkey Announces Import Program

Peru: The Government has issued implementing regulations to Decree Law 18275 of May 15, 1970 which established controls over the draft foreign exchange market. The regulations (Supreme Decree 004-71 EF dated Jan. 19) are chiefly concerned with ratification of these recent practices:

► The Bank of the Nation must authorize all sales of foreign exchange in the draft market, and it buys all exchange inflows except those through the certificate market and as modified by Decree Law 18737 discussed below.

► Foreign non-resident persons, natural and juridical, may establish and maintain foreign exchange deposits in Peru under authorization of the Bank of the Nation; and

► Multinational firms and foreign natural persons in Peru which are registered under Decree Law 17475 can establish and maintain foreign exchange accounts outside Peru with earnings generated abroad.

In Decree Law 18737 dated Jan. 19, the Government permits the Bank of the Nation to contract with its associated banks—presumably the recently acquired Continental, Popular and International Bank(s)—and with State banks for the purpose of their undertaking operations in the draft foreign exchange market. In exceptional cases, the Law permits the Bank to contract with natural and/or juridical persons.

In a separate action, all natural or juridical persons who regularly purchase foreign exchange in the draft market henceforth must file an annual foreign exchange budget. Submission of the budget is required within 30 days.

Additional information is available from the American Republics Division, BIC-886, Department of Commerce, Washington, D.C. 20230.

Turkey: The Government has announced its 1971 Import Program which allocates $1,045 million for imports during the year. This is an increase of 19 percent over the $880 million allocated in 1970, primarily due to plans for larger imports of raw materials. A total of $615 million has been alloted for raw materials, $315 million for investment goods, and $115 million for consumer goods.

The new program has been slightly simplified and liberalized from those of previous years. The two types of lists—the Free Lists and the Quota List—are both issued annually.

The two Free Lists have been rearranged so that List I includes those goods which only require a license for import, while items on List II require prior approval of a Government Ministry, in addition to a license.

The guarantee deposit rates for items on the Free Lists have been further reduced from the 60 percent and 45 percent rates set at devaluation (August 1970) to 50 percent and 40 percent for Lists I and II, respectively.

At the end of November Turkey raised the preferential tariff rate to most-favored-nations on 20 items to the maximum legal rate permitted under its commitment to the General Agreement on Tariffs and Trade (GATT). The change represents an increase in duty from 5 percent to 40 percent on imports of these items from the United States.

For more information write BIC-896, Department of Commerce, Washington, D.C. 20230.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine. The section that follows, incorporating the familiar Licensing and Investment Opportunities and Foreign Trade Opportunities, presents details about licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies, appoint agents, major construction and expansion projects, and U.S. visits by foreign buyers.

Licensing, Investment Abroad

2121 — MEXICO — Exclusive license to manufacture and sell **plastic-tipped cigars** in Mexico sought by Mexican cigar producer. Fabrica de Puros "La Prueba" Balsa Hermanos, Sucrs. S.A., Miguel Lerdo No. 500, P.O. 104, Veracruz, Ver., Mexico. WTD. P-71047

2899—ITALY—Manufacturing rights for **waterproofing coatings;** seeks cross licensing agreement with U.S. firm. Italian concern has two main product lines: anti-corrosion paints and protective coatings; waterproofing materials for buildings. It has recently modernized and enlarged its facilities. Reports 1970 sales of about $3.2 million. Dott. Ing. Franco Schieroni, IMPER-Ing. A Schieroni & Figli s.a.s., Via Lanzo 131, 10148 Torino. WTD. P-71045

3069—FRANCE — Manufacturing rights for **rubber molded parts with metal or textile reinforcements** for use in automotive and building supply industries. Firm produces rubber molded parts and flexible metal and textile reinforced tubes. It markets product line in western Europe. Mr. R. Wallyn, SACATEC, 71 rue de Voisins, 77-Claye-Souilly. WTD. P-71049

3079—FRANCE—License to manufacture **polyvinyl chloride films and laminates.** Firm is packaging affiliate of large French group. Current products include capping devices, tubes and bags, net extruding machines and films. It employs over 300; reports annual sales of around $60 million. Lucien Brochet, RICAL, Zone Industrielle du Senia Sud, 12 rue des Oliviers, 94-Orly. WTD. P-71048

3079—SWITZERLAND—Seeks to lease U.S. **plastic molding and casting forms.** Wants to produce plastic household and packaging items up to about 4 lbs. Offers U.S. supplier percentage of value of products manufactured with its forms. Mr. Wirth, Pres., PLOYMER AG, Schwartztorstrasse 57, 3000 Bern. P-71069

3310—THAILAND—The Thai Board of Investment has announced its policy for establishing an **integrated iron and steel industry.** First priority is given to the establishment of a plant to produce flat steel products; the facility must include plans for backward integration down to the processing of iron ore; minimum capacity for the cold rolled steel mill is 500,000 tons yearly with the later smelting plant having an annual capacity of 1 million tons. Promotion privileges will be given only one producer who will retain exclusive right to these privileges for ten years after the first production is initiated. Imports will be allowed at start-up time and until sufficient and acceptable iron ore and other raw materials become available locally. Applications in the form of joint ventures only will be accepted for the establishment of the new integrated iron and steel industry until June 30. Proposals calling for a high share of Thai ownership will probably receive more favorable consideration. Write: Thai Board of Investment, Government of Thailand, Bangkok. P-71054

3431 — GERMANY — Licenses to make **toilet systems for railroad passenger cars, streetcars and busses** sought by manufacturer of varied products including metal fittings and hardware for railroad passenger cars. Joint venture arrangement would be considered. Firm established 1902, has two plants and employs 250. Paul Garthe KG, 4-8, Voerderstrasse, 5828 Ennepetal-Milspe, Germany. WTD. P-71050

3449-3272—UNITED KINGDOM — Civil engineering contractor seeking license from U.S. company for the manufacture of **prefabricated industrialized building systems.** Primarily interested in system for industrial plants and warehouse buildings that will reduce costs and construction time. Company established in 1930, has 1,150 employees and annual turnover of $24 million. R. S. Bamber, Rush & Tomkins Group Ltd., Marlowe House, 109 Station Rd., Sidcup, Kent. WTD. P-71044

3452—UNITED KINGDOM—Firm seeks licenses for production of **fastening devices and internal fittings** for air freight containers, road vehicles and special purpose railway cars. Established in 1966, the firm has 43 employees and an annual sales volume in excess of $1 million from the sale of door fasteners and hinges for I.S.O. containers and commercial vehicles. I. R. Valentine, Marketing Manager, J. N. Blair Ltd., Riverside, Market Harborough, Leicestershire, LE16 7PT. WTD. P-71043

3460—FRANCE—Manufacturing rights for **processes involving the adhesion of specialized paints to metal surfaces. Also, processes for treatment of lightweight metals used in prefabricated store fixtures, small delivery truck bodies and bakers' ovens.** Firm specializes in production of metal outdoor road and traffic control signs and advertising panels. Employs 65. Michel Couton, Mgr., Carros (06), Alpes Maritimes. WTD. P-71052

3460 — GERMANY — Manufacturer of **plastic and metal stamped, drawn and pressed parts** seeks licenses for newly developed processes and equipment. Firm's products are used in electrical and electronic equipment, film reels and other photographic equipment. Established in 1901, company has about 1,600 employees and reports annual sales of $12.5 million. STOCKO-Metallwarenfabriken Henkels & Sohn, 52 a Kirchhofstrasse, 56 Wuppertal-Elberfeld. WTD. P-71053

3550—UNITED KINGDOM — Manufacturing rights for **liquid mixing equipment.** Firm makes batch dryers, pressure filters and stainless steel vessels used in pharmaceutical, chemical and other industries. Employs about 65; controlled by major pharmaceutical foundation. R. A. Stratton, Calmic Engineering Co., Ltd., Crewe, Cheshire, CW1 1UB. WTD. P-71057

3589—UNITED KINGDOM—Licenses to manufacture **incinerators for sewage and industrial sludges; shredders and grinders; sewage screw lift pumps; and sewage screens and digestors.** Firm produces ion exchange water treatment plant and effluent treatment systems. It is affiliated with a large British engineering group. J. F. Bayley, Dir., Denco Engineering Services Ltd., P. O. Box HR 11, Holmer Rd., Hereford, Herefordshire. WTD. P-71055

3599—UNITED KINGDOM—License to produce **pliable and flexible metallic and other tubing.** Currently firm manufactures tubing, flexible pressure hosing and roofing material. Has 200 employees. A. J. Weeden, Company Manager, Uni-Tubes Ltd., 189 Bath Rd., Slough, Buckinghamshire. WTD. P-71056

3613, 3643—FRANCE—Licenses to make similar or complementary equipment to present production of **electronic regulators, sophisticated electrical socket holders, bayonet sockets in plastic and traditional electrical equipment** sought by manufacturer based in outskirts of Paris. Pierre Hezez, Pres. & Gen. Mgr., L'Appareillage Electrique de la Seine, 149 rue Armand Silvestre, 92—Courbevoie. WTD. P-71051

3692—HONDURAS — National Development Bank will consider offers of U.S. manufacturers to establish plant to make **flashlight and transistor radio batteries** in sizes D, C, AA, and 9-volt. Production to approximate 1969 imports of about 8 million batteries. Bank customarily takes

10 to 15 percent minority equity position in such ventures if desired by investor and can make loans for industrial projects. Ing. Humberto Leon, Chief of the Industrial Development Div., Banco Nacional de Fomento, Comayaguela, D.C., Honduras. P-71046

5812—SINGAPORE—Developer of new 26 story office building seeking joint venture or management contract for a **self-service cafeteria**. Building is part of a new commercial sector being developed in the Newton Road area of Singapore. William S. H. Goei, Man. Dir., Goldhill Properties, 56 Telok Ayer St., Singapore 1. P-71042

Licensing In U.S.

3231—SWITZERLAND — **Side view mirror** for automobiles. It has special fastener for quick mounting and dis-mounting. **File 1995**

3522—FRANCE—**Agricultural machinery for the sugar beet industry.** Used in topping, harvesting, loading and cleaning sugar beets. **File 1996**

3569—SWITZERLAND—**Water container** for fighting fires in inaccessible areas, especially forests. Shaped like fuselage of a plane, it is hitched under, and moved to the fire by helicopter. The container can be filled in five seconds, by immersion, and can be emptied in 30 seconds. Capacity is 90 gallons. **File 1736-R**

3569—GERMANY—**Filtration equipment** in the form of porous ceramic media, filter tiles, filter candles and tubes, diaphragms, diffusion boxes and tube diffusors; filters for gases and compressed air, and for liquids; all purpose filters; and filters for sterilizing and dechlorinating. **File 1997**

3585 — ENGLAND — Built-in toilet **air-conditioning system. File 1998**

3599—CANADA—Pre-stressed **flat strip of metal**, with a length of up to 1,000 ft., wound around a spool. As the strip leaves the spool, it rolls itself into a strong tube with over-lapping or interlocking edges. The diameter of the tube is from ¼ inch to 3⅛ inches. As the tube is wound in it flattens and winds around the spool. The action of reaching out and winding in is performed by a motor or hand crank. The item has several applications including its use in the space program as antennas of orbiting communications equipment. **File 1999**

3821—SWITZERLAND—Turnstile, can be coin-operated and can be equipped with mechanical counter. **File 1824-R**

UNIDO Lists Five Projects For American Investors

The United Nations Industrial Development Organization (UNIDO) has listed five investment projects which were presented at the investment promotion meeting held recently in Manila. Details are available from the firm or agency listed in each opportunity.

2426—MALAYSIA—Joint venture to produce **laminated parquet flooring**. Estimated cost of project is $1.5 million. U.S. participant would provide portion of capital, technical assistance and have management control. Flooring would be distributed in both domestic and export markets. Necessary raw materials and labor available. The Federal Industrial Development Authority, Government of Malaysia, Bangunan Bank Bumiputra, P.O. Box 618, Kuala Lumpur. P-71067

2426—SINGAPORE—Joint venture to manufacture **flooring, laminated truck decking and mouldings**. Operation would be part of proposed timber processing project. Capital, technical know-how sought. Singapore company experienced in production of timber products and plywood; has timber concessions. Tan Pok Boon, Man. Dir., Timber East (Pte.) Ltd., 288A Lavender St., Singapore 12. P-71068

2500—MALAYSIA—Joint venture to manufacture **knock-down furniture.** U.S. firm offered management control; expected to furnish technical know-how and part of capital required. Estimated project cost is $900,000. Malaysia has variety of hardwoods suitable for production of furniture. Labor with woodworking skills also available. Government offers investment incentives. The Federal Industrial Development Authority, Government of Malaysia, Bengunan Bank Bumiputra, P.O. Box 618, Kuala Lumpur. P-71066

2500—SINGAPORE—Joint venture to establish a **modern furniture plant.** Capital, technical know-how and management expertise sought. Firm presently imports and markets all kinds of furnishings. Luke C. Yong, Pres., Henry & Co. (Pte.) Ltd., Henry's Bldg., 68 Orange Grove Rd., Singapore. P-71065

2834—PAKISTAN—Offers equity in enterprise manufacturing **pharmaceutical intermediates.** Seeks $360,000 for equipment to modernize. S. Mujibullah (Alkaloid) Sons Ltd., 212, Ramkrishna Mission Rd., P.O. Box 137, Ramna, Dacca. P-71061

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) manual.

Background information on opportunities abroad and also assistance on overseas investments are available from the Office of International Investment, U.S. Department of Commerce, BIC-878, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

For additional information on opportunities to manufacture foreign firms' products in the U.S., write Commerce's Office of International Investment, BIC-874, referring to the File Number assigned each opportunity.

WTD indicates that a World Trade Directory Report containing financial and background information on the foreign firm is available for $2 from the Department of Commerce, BIC-924, Washington, D.C. 20230, or from any Commerce Field Office.

UNDP Approves 154 Projects In 103 Developing Areas

United Nations Development Program pre-investment projects totaling some $295 million were approved at the January session.

President Nixon has announced that U.S. assistance to developing countries will be increasingly channeled through international organizations such as the UNDP.

The UNDP is primarily responsible for pre-investment or feasibility projects. It offers both short-term and long-range export possibilities for U.S. firms. The immediate opportunities are to participate in the various projects themselves, either through the provision of personnel on a short-term basis or by furnishing equipment needed in these projects.

The equipment used in these projects, some of which will be pilot projects, may often determine the specifications of the final contract. The establishment of various industries in these countries can involve both U.S. equipment exports and investments.

The Governing Council of the UNDP at its eleventh session approved 129 new major pre-investment projects and supplementary financing for 25 others, affecting 103 developing countries and territories.

Forty-seven of the new projects are devoted to surveys and feasibility studies, with the emphasis on the development of "river basins", mineral and geological exploration, better use of water and land resources, the improvement of transport and communications, and forestry surveys; 36 will establish or strengthen applied research in the fields of agriculture, forestry, veterinary and fishery manufacturing, and mining and power; 41 of the projects are directed to assisting developing countries in establishing or expanding permanent national institutions to raise the standards of technical and advanced educational training; and five projects will provide assistance in economic development and planning.

In implementing these projects, the executing agencies acting on behalf of the UNDP will make field expenditures of about $64.7 million for individual expert assignments, $8.9 million for specialized training of key personnel, $19.8 million for the purchase of project equipment unobtainable in the recipient country, $19.2

million for contractual services and $4.1 million for miscellaneous expenditures.

Narrative summaries providing background information for each project listed herein are available to U.S. firms upon request from J. L. Malone, International Liaison and Trade Opportunities (ILTO), BDC-541, U.S. Department of Commerce, Washington, D.C. 20230. When requesting summaries of these projects, please include the project number, country and title of the project desired, e.g. DP/SF/R.11/Add. 91—Export Promotion. Preaddressed labels should be included.

DP/SF/R.11/Add. 1 — AFGHANISTAN: **Integrated Development of the Kunar Province Rural Public Works Project.** UN. $1,530,300.

DP/SF/R.11/Add. 2 — AFGHANISTAN: **Water supply, sewerage and drainage for Greater Kabul.** WHO. $998,400.

DP/SF/R.11/Add. 3—ALGERIA: **National Water Supply Authority.** WHO. $3,701,200.

DP/SF/R.11/Add. 4—ALGERIA: **Improvement and development of vegetable production.** FAO. $6,015,200.

DP/SF/R.11/Add. 5 — ARGENTINA: **Vocational training for industrial development.** ILO. $5,143,400.

DP/SF/R.11/Add. 6 — ARGENTINA: **Water economy, law and administration research and training institute.** UN. $2,286,200.

DP/SF/R.11/Add. 7—BOLIVIA: **Railways management and organization.** World Bank. $969,000.

DP/SF/R.11/Add. 8—BRAZIL: **Supplementary assistance to the teaching of technology, University of Brasilia.** UNESCO. $1,049,800.

DP/SF/R.11/Add. 9 — BRAZIL: **Forestry development and research in Brazil.** FAO. $4,857,800.

DP/SF/R.11/Add. 10—BRAZIL: **Livestock development in the Northeast.** FAO. $2,008,700.

DP/SF/R.11/Add. 11—BRAZIL: **Training of merchant marine personnel.** IMCO. $3,125,600.

DP/SF/R.11/Add. 12 — BULGARIA: **Research Institute for Instrument Design, Sofia.** UNIDO. $848,100.

DP/SF/R.11/Add. 13—BURMA: **National vocational training program.** ILO. $796,300.

DP/SF/R.11/Add. 14 — CAMEROON: **Groundwater investigation and pilot development.** UN. $1,501,200.

DP/SF/R.11/Add. 15—CENTRAL AFRICAN REPUBLIC: **Vocational training program for rural artisans.** ILO. $1,670,100.

DP/SF/R.11/Add. 16—CENTRAL AFRICAN REPUBLIC: **Development of Haut M'Bomou.** FAO. $836,300.

DP/SF/R.11/Add. 17—CEYLON: **The Telecommunication Training School, Colombo.** ITU. $435,300.

DP/SF/R.11/Add. 18—CHAD: **Supplementary assistance for rural development of the Ouaddai.** ILO. $1,819,400.

DP/SF/R.11/Add. 19 — CHILE: **Offshore exploration for petroleum.** UN. $2,406,400.

DP/SF/R.11/Add. 20—CHINA: **Union Industrial Research Institute, Hsinchu.** UNIDO. $1,246,600.

DP/SF/R.11/Add. 21—CONGO (Kinshasa): **Assistance to the National Mining Institute, Bukayu.** UNESCO. $5,437,600.

DP/SF/R.11/Add. 22—CONGO (Kinshasa): **River transport study.** World Bank. $1,336,000.

DP/SF/R.11/Add. 23—COSTA RICA: **Organization of irrigation districts in the Itiquis River Basin.** FAO. $375,500.

DP/SF/R.11/Ad. 24 — CUBA: **Fishery development.** FAO. $1,985,400.

DP / SF / R.11 / Add. 25 — CUBA: **Strengthening the National Institute of Hygiene, Epidemiology and Microbiology.** WHO. $2,749,200.

DP/SF/R.11/Add. 26—CYPRUS: **Supplementary assistance to Higher Technical Institute, Nicosia.** UNESCO. $804,800.

DP/SF/R.11Add. 27—DOM. REP. **Center for Business Training and Consultancy.** ILO. $838,200.

DP/SF/R.11/Add. 28 — DOM. REP. **Public administration.** UN. $978,700.

DP/SF/R.11/Add. 29 — ECUADOR: **Strengthening the National Extension Services and increasing agricultural production in the irrigation districts.** FAO. $3,023,900.

DP/SF/R.11/Add. 30 — EL SALVADOR: **Watershed protection and agroforest development in the Northern Zone.** FAO. $754,700.

DP/SF/R.11/Add. 31 — ETHIOPIA: **Development planning.** World Bank. $2,683,800.

DP/SF/R.11/Add. 32—ETHIOPIA: **Institute of Agricultural Research.** FAO. $4,639,400.

DP/SF/R.11/Add. 33 — GABON: **Development of market gardening in the Libreville Region.** FAO. $295,200.

DP/SF/R.11/Add. 34 — GREECE: **Study of water resources and their exploitation for irrigation in Eastern Crete.** FAO. $1,903,900.

DP/SF/R.11/Add. 35 — HAITI: **Agricultural surveys and demonstration in Southern Haiti.** FAO. $1,581,200.

DP/SF/R.11/Add. 36 — HONDURAS: **Agrarian reform training and development program.** FAO. $1,812,100.

DP/SF/R.11/Add. 37 — HUNGARY: **Irrigated agriculture in the Tisza River Valley.** FAO. $7,592,000.

DP/SF/R.11/Add. 38—INDIA: **Supplementary assistance in pre-investment survey of fishing harbors.** FAO. $660,900.

DP/SF/R.11/Add. 39 — INDIA: **Mineral surveys—Uttar Pradesh.** UN. $1,338,700.

DP/SF/R.11/Add. 40—INDIA: **Coastal Engineering Research Center and Development of hydraulic instrumentation.** UN. $1,874,300.

DP/SF/R.11/Add. 41 — INDIA: **National Metallurgical Laboratory, Jamshedpur.** UNIDO. $1,081,600.

DP / SF / R.11 / Add. 42 — INDIA: **Groundwater surveys in Rajasthan and Gujarat.** UN. $2,133,900.

DP/SF/R.11/Add. 43 — INDONESIA: **Supplementary assistance to the highway and transport coordination study.** World Bank. $901,000.

DP/SF/R.11/Add. 44 — INDONESIA: **Fisheries development and training.** FAO. $2,089,400.

DP/SF/R.11/Add. 45 — INDONESIA: **Textile industry rehabilitation and development Program, Bandung.** UNIDO. $1,830,100.

DP/SF/R.11/Add. 46 — INDONESIA: **Sugar industry survey.** World Bank. $948,000.

DP/SF/R.11/Add. 47 — IRAN: **Training and institutional services for land reform.** FAO. $551,800.

DP/SF/R.11/Add. 48 — IRAN: **Hotel and Tourism Training Center, Tehran.** ILO. $2,723,700.

DP/SF/R.11/Add. 49—IRAQ: **Supplementary assistance to animal husbandry research and training.** FAO. $1,367,800.

DP/SF/R.11/Add. 50 — IRAQ: **Rural water supply program.** WHO. $1,342,800.

DP/SF/R.11/Add. 51 — IRAQ: **Pilot project in soil reclamation and irrigated farming development in the Greater Mussayib Area.** FAO. $5,417,400.

DP / SF / R.11 / Add. 52 — IVORY COAST: **Lake Kossou fishery.** FAO. $1,072,000.

DP / SF / R.11 / Add. 53 — IVORY COAST: **Assistance to the Bandama Valley Authority.** UN. $3,838,200.

DP/SF/R.11/Add. 54—JAMAICA: **National Youth Service Program.** ILO. $3,818,900.

DP/SF/R.11/Add. 55—JORDAN: **Development and use of the groundwater resources of East Jordan.** FAO. $869,400.

DP/SF/R.11/Add. 56—KENYA: **Sewerage and groundwater survey, Nairobi.** WHO. $1,012,900.

DP/SF/R.11 Add. 57 — LEBANON: **Teacher training in mathematics and science, Beirut.** UNESCO. $4,817,200.

DP/SF/R.11/Add. 58 — LEBANON: **Civil Aviation Safety Center, Lebanon.** ICAO. $2,459,900.

DP/SF/R.11/Add. 59—LESOTHO: **Exploration for diamonds.** UN. $663,100.

DP/SF/R.11/Add. 60 — LIBERIA: **Rural primary teacher training, Kakata.** UNESCO. $2,789,000.

DP/SF/R.11/Add. 61 — MADAGASCAR: **Supplementary assistance for the agricultural development of the Morondava Plain.** FAO. $484,500.

DP/SF/R.11/Add. 62 — MADAGASCAR: **Survey and development of selected forest areas.** FAO. $640,100.

DP/SF/R.11/Add. 63 — MALAYSIA: **Supplementary assistance for forest industries development.** FAO. $573,800.

DP/SF/R.11/Add. 64—MALI: **Supplementary assistance to Rural Polytechnic Institute, Katibougou.** UNESCO. $1,950,100.

DP/SF/R.11/Add. 65—MALI: **A study of a drainage system for Bamako and water supply for selected provincial towns.** WHO. $706,400.

DP/SF/R.11/Add. 66 — MAURITANIA: **Assistance in economic planning.** UN. $575,200.

DP/SF/R.11/Add. 67—MEXICO: **Tropical Agriculture Center, Cardenas.** FAO. $1,761,400.

DP/SF/R.11/Add. 68 — MONGOLIA: **Establishment of a computer center.** UN. $1,941,200.

DP/SF/R.11/Add. 69 — MOROCCO: **Supplementary assistance to the Institute of Statistics and Applied Economics, Rabat.** UN. $155,400.

DP/SF/R.11/Add. 70 — MOROCCO: **Mineral survey in the Anti-Atlas.** UN. $2,322,500.

DP/SF/R.11/Add. 71 — MOROCCO: **Assistance in technical manpower studies and related training programs.** ILO. $713,200.

DP/SF/R.11/Add. 72 — NEPAL: **Supplementary assistance to the feasibility study of irrigation development in the Terai Plain.** FAO. $714,000.

DP/SF/R.11/Add. 73 — NEPAL: **Supplementary assistance for road feasibility studies and assistance to highway maintenance.** UN. $312,300.

DP/SF/R.11/Add. 74—NEPAL: **Telecommunication and Civil Aviation Train-**

ing Center, Amand Niketan. ITU. $1,603,200.

DP / SF / R.11 / Add. 75 — NETHERLANDS ANTILLES: Improvement of facilities and services for civil aviation. ICAO. $1,018,500.

DP/SF/R.11/Add. 76 — NIGER: National School of Administration, Niamey. UN. $2,791,100.

DP/SF/R.11/Add. 77—NIGER: Feasibility study for the industrial processing of millet. FAO. $851,600.

DP/SF/R.11/Add. 78—NIGER: Mineral exploration in two areas. UN. $1,457,000.

DP/SF/R.11/Add. 79—NIGERIA: Supplementary assistance to the Civil Aviation Training Center, Zaria. ICAO. $3,703,000.

DP / SF / R.11 / Add. 80 — NIGERIA: Fishery Training School, Lagos. FAO. $1,778,900.

DP/SF/R.11/Add. 81—NIGERIA: Investigations and feasibility study of an irrigation project south of Lake Chad. FAO. $1,362,300.

DP / SF / R.11 / Add. 82 — NIGERIA: Wastes disposal and drainage in Ibadan. WHO. $807,300.

DP/SF/R.11/Add. 83 — PAKISTAN: Rodent Control Research Center, Dacca and Karachi. UNIDO. $1,089,400.

DP/SF/R.11/Add. 84 — PAKISTAN: Cotton Textile Industry Development Center, Karachi. UNIDO. $1,532,700.

DP / SF / R.11 / Add. 85 — PANAMA: Central American Institute of Educational Administration and Supervision. UNESCO. $2,029,700.

DP/SF/R.11/Add. 86—PANAMA: National services for crafts and small industries. ILO. $1,187,300.

DP/SF/R.11/Add. 87 — PARAGUAY: Integrated transport survey. World Bank. $440,200.

DP/SF/R.11/Add. 88—CONGO (Brazzaville): Planning the development of forest resources in the Sibiti-Zanaga zone. FAO. $553,800.

DP/SF/R.11/Add. 89—CONGO (Brazzaville): Assistance to state enterprises. ILO. $1,306,600.

DP/SF/R.11/Add. 90—PERU: Center for Training and Research in Agrarian Reform. FAO. $6,936,000.

DP/SF/R.11/Add. 91—PERU: Export promotion. UNCTAD. $749,200.

DP/SF/R.11/Add. 92—PERU: Urban planning for the reconstruction of Chimbote. UN. $1,398,400.

DP / SF / R.11 / Add. 93 — PERU: Strengthening of transport planning. World Bank. $814,000.

DP / SF / R.11 / Add. 94 — PHILIPPINES: Coconut Research Institute. FAO. $1,990,100.

DP / SF / R.11 / Add. 95 — PHILIPPINES: Export promotion. UNCTAD. $1,045,500.

DP/SF/R.11/Add. 96—POLAND: Determination of pesticide residues in agricultural production. FAO. $2,338,900.

DP / SF / R.11 / Add. 97 — KOREA: Strengthening plant protection research and training. FAO. $2,625,500.

DP/SF/R.11/Add. 98—SAUDI ARABIA: Supplementary assistance to Industrial Studies and Development Center. UNIDO. $1,051,000.

DP/SF/R.11/Add. 99 — SENEGAL: Commercial and secretarial training. ILO. $716,400.

DP/SF/R.11/Add. 100—SIERRA LEONE: Vocational Training Program. ILO. $1,055,800.

DP/SF/R.11/Add. 101—SINGAPORE: Supplementary assistance to Singapore Polytechnic Radar Simulator Training Center. UNESCO. $438,300.

DP/SF/R.11/Add. 102 — SOMALIA: Supplementary assistance to Highway Development Program. World Bank. $832,500.

DP/SF/R.11/Add. 103 — SOUTHERN YEMEN: Soil and water utilization and conservation in the Wadi Tuban watershed Area. FAO. $2,266,300.

DP/SF/R.11/Add. 104 — SOUTHERN YEMEN: Road construction and maintenance training. UN. $1,466,700.

DP/SF/R.11/Add. 105—SPAIN: Pasture and fodder crops development. FAO. $3,160,100.

DP/SF/R.11/Add. 106 — SPAIN: National Center for Educational Development and Research, Madrid. UNESCO. $3,115,700.

DP/SF/R.11/Add. 107—SUDAN: Savanna development. FAO. $1,983,800.

DP / SF / R.11 / Add. 108 — SWAZILAND: Small enterprises and handicrafts development. ILO. $1,542,600.

DP/SF/R.11/Add. 109—SYRIAN ARAB REPUBLIC: Dairying, Chouta Region. FAO. $2,725,700.

DP / SF / R.11 / Add. 110 — SYRIAN ARAB REPUBLIC: Development of a National Vocational Training Scheme, Damascus. ILO. $2,083,400.

DP/SF/R.11/Add. 111—THAILAND: Technological Research Institute, Bangkok. UNIDO. $828,000.

DP/SF/R.11/Add. 112—TOGO: Small-scale industries and establishment of an industrial estate near Lome. UNIDO. $1,009,100.

DP/SF/R.11/Add. 113 — TRINIDAD and TOBAGO: Center for Management Development and Business Consultancy. ILO. $1,084,600.

DP / SF / R.11 / Add. 114—TUNISIA: Preservation of historic sites and monuments in the Tunis-Carthage Region. UNESCO. $1,774,400.

DP/SF/R.11/Add. 115 — TUNISIA: Strengthening of the National Meteorological Service. WMO. $4,401,300.

DP/SF/R.11/Add. 116—TURKEY: Institute for Training and Research in Export Promotion. UNCTAD. $1,563,400.

DP/SF/R.11/Add. 117 — UGANDA: Marketing and storage development. FAO. $1,312,200.

DP / SF / R.11 / Add. 118 — UNITED ARAB REPUBLIC (EGYPT): Supplementary assistance to the Central Agricultural Pesticides Laboratory, Cairo. FAO. $732,100.

DP / SF / R.11 / Add. 119 — UNITED ARAB REPUBLIC (EGYPT): Supplementary assistance to the Mansoura Polytechnic Institute for Higher Education. UNESCO. $634,500.

DP / SF / R.11 / Add. 120 — UNITED ARAB REPUBLIC (EGYPT): Meteorological Institute for Research and Training, Cairo. WMO. $2,077,400.

DP / SF / R.11 / Add. 121 — UNITED ARAB REPUBLIC (EGYPT): Virus Research, Training and Production Center, Agouza. WHO. $5,168,600.

DP / SF / R.11 / Add. 122 — UNITED ARAB REPUBLIC (EGYPT): Livestock and crop production in the northwestern coastal region. FAO. $2,666,800.

DP / SF / R.11 / Add. 123 — QATAR (UNITED KINGDOM): Hydro-agricultural resources surveys. FAO. $246,400.

DP/SF/R.11/Add. 124 — TANZANIA: Supplementary assistance for forest industries development planning. FAO. $1,311,300.

DP/SF/R.11/Add. 125—TANZANIA: Strengthening of marketing services. FAO. $1,548,500.

DP/SF/R.11/Add. 126—UPPER VOLTA: Mineral exploration in the North. UN. $1,810,900.

DP/SF/R.11/Add. 127 — URUGUAY: Experiment station in the Merim Lagoon Basin. FAO. $965,200.

DP/SF/R.11/Add. 128 — VENEZUELA: Expansion and strengthening of technician training. UNESCO. $8,888,600.

DP / SF / R.11 / Add. 129—WESTERN SAMOA: Supplementary assistance for agricultural development. FAO. $205,200.

DP/SF/R.11/Add. 130—YEMEN: Vocational training program for repair and maintenance of heavy road building equipment. ILO. $451,400.

DP/SF/R.11/Add. 131—YEMEN: Food and nutrition program. FAO. $4,394,800.

DP / SF / R.11 / Add. 132—ZAMBIA: Civil Aviation and Meteorological Training School, Lusaka. ICAO. $2,441,600.

DP/SF/R.11/Add. 133—ZAMBIA: National Telecommunication and Postal Training Institute, Ndola. ITU. $3,650,300.

DP/SF/R.11/Add. 134—REGIONAL: Supplementary assistance for improvement of the Caribbean Meteorological Services. WMO. $967,000.

DP/SF/R.11/Add. 135—REGIONAL: Supplementary assistance to the Latin American Demographic Center. UN. $2,031,200.

DP/SF/R.11/Add. 136 — REGIONAL (KENYA, UGANDA and THE UNITED REPUBLIC OF TANZANIA): Supplementary assistance for immunological research on tick-borne cattle diseases and tick control. FAO. $165,700.

DP/SF/R.11/Add. 137 — REGIONAL (ALGERIA and TUNISIA): Supplementary assistance for the survey of groundwater resources in the Northern Sahara. FAO. $1,268,500.

DP/SF/R.11/Add. 138 — REGIONAL: Supplementary assistance to research on African migratory locusts. FAO. $155,400.

DP/SF/R.11/Add. 139 — REGIONAL (BURUNDI, RWANDA and THE UNITED REPUBLIC OF TANZANIA): Planning the development of the Kagera River Basin. UN. $1,365,700.

DP/SF/R.11/Add. 140 — REGIONAL: Asian regional project for employment promotion, Bangkok. ILO. $2,629,900.

DP/SF/R.11/Add. 141 — REGIONAL (KENYA, UGANDA and THE UNITED REPUBLIC OF TANZANIA): East African Development Bank: Industrial Studies Unit. UNIDO. $570,000.

DP/SF/R.11/Add. 142 — REGIONAL: World Agricultural Census and establishment of a permanent system of statistical enquiries. FAO. $4,988,900.

DP/SF/R.11/Add. 143 — REGIONAL: African Institute for Economic Development and Planning, Dakar. UN. $3,207,100.

DP/SF/R.11/Add. 144 — REGIONAL (YEMEN SOUTHERN YEMEN): Sana's-Taiz-Aden pilot telecommunication link. ITU. $802,400.

DP/SF/R.11/Add. 145 — REGIONAL (KENYA, UGANDA and THE UNITED REPUBLIC OF TANZANIA): East African Institute for Meteorological Training and Research. WMO. $2,561,600.

DP/SF/R.11/Add. 146 — REGIONAL (KENYA, UGANDA and THE UNITED REPUBLIC OF TANZANIA): Voca-

tional Training Centre for the East African Community, Arusha. ILO. $970,400.

DP/SF/R.11/Add. 147 — REGIONAL (GREECE and YUGOSLAVIA): **Integrated development of the Varder Axios River Basin.** UN. $3,638,100.

DP/SF/R.11/Add. 148 — REGIONAL (GHANA and THE UNITED ARAB REPUBLIC): **Man-made lakes: epidemiology and methodology of schistosomiasis control.** WHO. $776,900.

DP/SF/R.11/Add. 149 — REGIONAL (ARGENTINA, BOLIVIA, CHILE, COLOMBIA, ECUADOR, PARAGUAY, PERU and VENEZUELA): **Feasibility study of the regional educational television satellite system.** UNESCO. $1,192,900.

DP/SF/R.11/Add. 150 — REGIONAL (CAMBODIA, LAOS, REPUBLIC OF VIET-NAM and THAILAND): **Institutional support to the Mekong Committee.** UN. $5,353,000.

DP/SF/R.11/Add. 151—REGIONAL: **Latin American Institute for Economic and Social Planning, Santiago.** UN. $6,750,000.

DP/SF/R.11/Add. 152—GLOBAL: **Research on Social and Economic Implication of Large-Scale Introduction of New Varieties of Food Grains.** UN. $512,400.

DP/SF/R.11/Add. 153 — REPUBLIC OF KOREA: **Ports Development Study.** World Bank. $1,084,800.

DP/SF/R.11/Add. 154 — REGIONAL: **Meteorological Training in Latin America.** WMO. $830,600.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the International Liaison and Trade Opportunities Staff and other units of the Bureau of Domestic Commerce (BDC), U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms are interested are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U.S. firms should also be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

The mark (●) indicates that this trade opportunity is a request for bids by a foreign government agency. A (★) at the end means that additional information may be borrowed by U.S. firms from the individual division of BDC. To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the U.S. Department of Commerce, BIC-924, Washington, D.C. 20230 or from any Commerce Field Office.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

Miscellaneous agriculture

01920—LIBYA—Field, garden seeds; all kinds. The Arabian Agricultural & Industrial Co. (importer, dist.), P.O. Box 3637, Tripoli. WTD in prep.

Meat products

20118—LIBYA — Canned meats. Belgassen Senussi (importer, dist.), P.O. Box 218, Tripoli. WTD in prep.

Dairy products

20231—IRAN—Condensed and evaporated milk; baby formula, fresh, processed, bottled. MOFID Trading House (importer, dist.), 268 Pahlavi Ave., P.O. Box 620, Tehran. WTD in prep.

Canning, preserving foods

20331 — LIBYA — Canned fruit. General Overseas Agency (importer, dist.), P.O. Box 4199, Tripoli. WTD in prep.

20331—LIBYA—Canned fruits. Belgassen Senussi (importer, dist.), P.O. Box 218, Tripoli. WTD in prep.

20332—LIBYA—Canned vegetables. Belgassen Senussi (importer, dist.), P.O. Box 218, Tripoli. WTD in prep.

20332—LIBYA—Canned vegetables. General Overseas Agency (importer, dist.), P.O. Box 4199, Tripoli. WTD in prep.

Grain mill products

20422—AUSTRIA—Fermented dried corn starch solubles with admixture of natural calcium carbonate. Offers with analytical statement of contents for lots of 50 metric tons, c.i.f. Rijeka. Franz Rieser, Grosshandel, Import-Export (importer, dist., exporter), Burgring 10, A-8010 Graz. WTD 6/70.

20422—LIBYA—Livestock feed. The Arabian Agricultural & Industrial Co. (importer, dist.), P.O. Box 3637, Tripoli. WTD in prep.

20460—AUSTRIA—Dried corn starch solubles for feed compounders in shipments of 200-300 metric tons. Quotations c.i.f. Rijeka. Franz Rieser, Grosshandel, Import-Export (importer, dist., exporter), Burgring 10, A-8010 Graz. WTD 6/70.

Food preparations

20994—AUSTRIA—Inactive dried yeast containing at least 50% crude protein for feed compounders, in shipments of 50 metric tons. Quotations c.i.f. Rijeka. Franz Rieser, Grosshandel, Import-Export (importer, dist., exporter), Burgring 10, A-8010 Graz. WTD 6/70.

Broad woven fabric mills, cotton

22119 — GERMANY — Terry cloth towels (sheered) made in broadwoven fabric mills. Direct purchase & agency. Dreika-Vertrieb (importer, dist.), 2 Ulmenstrasse, 415 Krefeld. WTD in prep.

Fabricated textile products

23920—GERMANY—Polishing and dusting cloths, plain. Prices c.i.f. Hamburg or Bremen. Direct purchase & agency. Hermann Starting (importer, mfr., exporter), P.O. Box 4, 4292 Rhede b. Bocholt. WTD 3/70.

23929—GERMANY—Terry cloth towels, washcloths. F. Klingenthal OHG. (retailer), 22/24 Westernstrasse, 479 Paderborn. WTD 11/70.

Sawmills, planing mills

● **24200—PAKISTAN**—Tender No. PR-I/70/TR/4, covering approximately 400,000 red gum and tupelo cross ties and 41,900 pieces of timber may be purchased from the Secretary, West Pakistan Railway Board, Empress Road, Lahore. The cost per copy is $10.40 plus $2 airmail postage. Bid deadline Mar. 29.

24212—SPAIN—Lumber, dressed. Maderas Manez (importer, mfr.), Mendez Nunez, 18-20, Valencia (11). WTD 12/70.

24262—CANADA—Semifabricated hardwood for door cores; quantity by truckload or carload. Prices f.o.b. Toronto. Laidlaw-Goodwood Industries Ltd. (mfr.), H. Eichmann, Purchasing Dept., 50 Oak St., Weston, Ontario. WTD in prep.

Millwork, veneer, plywood, prefabricated structural wood products

24324 — CANADA — Door facings; by

truckload or carload. Prices f.o.b. Toronto. Laidlaw-Goodwood Industries Ltd. (mfr.), H. Eichmann, Purchasing Dept., 50 Oak St., Weston, Ontario. WTD in prep.

Wood products

24911—SPAIN—Lumber, sawn. Maderas Manez (importer, mfr.), Mendez Nunez, 18-20, Valencia (11). WTD 12/70.

24993 — CANADA — Particleboard; by truckload or carload. Prices f.o.b. Toronto. Laidlaw-Goodwood Industries Ltd. (mfr.), H. Eichmann, Purchasing Dept., 50 Oak St., Weston, Ontario. WTD in prep.

Paperboard mills, products

26311 — PORTUGAL — Container chip board. Fundicao de Oeiras-Fundicao e Construcao Mecanicas, S.A.R.L. (mfr.), Apartado 2711, Lisbon. WTD in prep.

Converted paper, products

26411 — LIBYA — Printing paper. Direct purchase & agency. Bari Co. for Commercial Agencies (importer, dist.), P.O. Box 4100, Tripoli. WTD in prep.

26414—CANADA—Filament tape, reinforced, self-adhesive, clear, cellulose. Rolls in following sizes—½", ¾" and 1" x 60 yards—preferred size—¾". R. W. Alexander & Co. Ltd. (importer, dist., mfr.), 1275 Wellington St., Ottawa 3, Ontario. WTD in prep.

26416 — GERMANY — Technical special paper of all kinds, incl. insulating paper, electrolytic condenser paper, zinc oxide paper etc. Requests price quotations f.o.b. New York or c.i.f. Hamburg or Bremen. Classen-Papier KG (importer, dist., mfr.), 4307 Kettwig/Ruhr, Landsberger Str. 80. WTD 4/70.

26491 — LIBYA — Stationery. General Overseas Agency (importer, dist.), P.O. Box 4199, Tripoli. WTD in prep.

26491 — LIBYA — Writing pads. Direct purchase & agency. Bari Co. for Commercial Agencies (importer, dist.), P.O. Box 4100, Tripoli. WTD in prep.

26492—LIBYA—Wrapping paper. Direct purchase & agency. Bari Co. for Commercial Agencies (importer, dist.), P.O. Box 4100, Tripoli. WTD in prep.

Building paper, building board mills

26611 — PORTUGAL — Asphalt paper, board. Fundicao de Oeiras-Fundicao e Construcao Mecanicas, S.A.R.L. (mfr.), Apartado 2711, Lisbon. WTD in prep.

Books

27314—INDIA—Catholic religious books. Examiner Press Bookshop (importer, agent, publisher), 35 Dalal St., P.O. Box No. 791, Bombay 1(BR), Maharashtra. WTD 10/70.

27313—GERMANY—Technical abstracts used for chemical industry. Prices c.i.f. European ports. Direct purchase & agency. Heyden & Son GmbH (importer, dist., agent), 45 Steinfurter Strasse, 4440 Rheine/Westf. WTD 11/70.

General commercial printing

27516—FRANCE—Transfer print paper for textile printing. Sofrinter (dist., agent), 66 rue de la Victoire, Paris 9e. WTD 1/71.

Industrial chemicals

28151—NETHERLANDS—Dye intermediates, synthetic organic. Direct purchase and/or agency. Sales territory: Benelux or Common Market area. "INDYECO" N.V.; Attn: H. van der Westen, Mgr. (importer, dist., exporter), 70b Aleidisstraat, or P.O. Box 6122, Rotterdam. WTD 1/71.

28152—NETHERLANDS—Synthetic organic dyes, such as direct & acid dyes, bases, naphtols, metal based dyes. Direct purchase and/or agency. Sales territory: Benelux or Common Market area. "INDYECO" N.V.; Attn: H. van der Westen, Mgr. (importer, dist., exporter), 70b Aleidisstraat, or P.O. Box 6122, Rotterdam. WTD 1/71.

28163 — FRANCE — Industrial inorganic chemicals for manufacture of paints. Lamotte & Coiffard (importer, dist.), 38-46 rue Raspail, 94-Ivry-sur-Seine. WTD 7/70.

28180—IRELAND—Chemicals for computer industry, associated technology. Tedcastles (Import-Export) Ltd. (importer, dist.), 6 Westmoreland St., Dublin 2. WTD 12/70.

28181—SPAIN—Tanning materials, synthetic, organic. Correspondence requested in Spanish. Hijos de Juan Martinez, S.L. (importer), Carretera de Caravaca Km. 3, Lorca, Murcia. WTD 12/70.

28183—NETHERLANDS—Sulphur-based and equivalent fillers, resorcinol, dyes for latex rubber processing industries. Direct purchase for Benelux countries, West Germany. Marsman Producten N.V., Attn: C. Pries (importer, dist., mfr.), 6 General van Heutszlaan, P.O. Box 148 Baarn. WTD in prep.

28185 — FRANCE — Industrial organic chemicals for manufacture of paints. Lamotte & Coiffard (importer, dist.), 38-46 rue Raspail. 94-Ivry-sur-Seine. WTD 7/70.

28185 — GERMANY — Organic solvents (new developments). Price quotations c.i.f. European ports. Direct purchase & agency. Karl Loeffler KG (dist., mfr., agent), 5 Koeln 60, Delmenhorsterstr. 1. WTD 11/70.

28185 — GERMANY — Chlorinated solvents. Ludwig Scheins, Chemikalien, Salze (importer, dist., exporter), 102a Krefelderstrasse, 51 Aachen. WTD 11/70.

Synthetic materials

28220—ITALY—Non toxic or silicone rubber goods to be used in connection with cultures on glass. Carlo Erba S.p.A. (Istituto per Ricerche Terapeutiche) (importer), Via C. Imbonati 24, 20159 Milan. WTD 11/70.

28241 — NETHERLANDS — Nylon wire gauze. Direct purchase, representations requested. J. Kabel & Zoon N.V.; Attn: B. W. Oldenboom (importer, dist., agent), P.O. Box 130, Zaandam. WTD 1/71.

Drugs

28310—SPAIN—Biological drugs. Francisco Celdran Meseguer (importer, dist.), Pradena del Rincon, 2, Madrid (2). WTD 12/70.

28330 — SPAIN — Medicinals, botanicals. Francisco Celdran Meseguer (importer, dist.), Pradena del Rincon, 2, Madrid (2). WTD 12/70.

28340 — SPAIN — Albumin. Destilerias Wifredo Rizo, N.C.R. (importer, mfr.), Calvo Sotelo, 5, Novelda, Alicante. WTD 12/70.

28341—IRAN—Antiacids, antibiotics, belladonna hormone. MOFID Trading House (importer, dist.), 268 Pahlavi Ave., P.O. Box 620, Tehran. WTD in prep.

Soap, detergents, cleaning preparations, perfumes cosmetics

28411 — GERMANY — Detergents, non household. Prices c.i.f. European ports. Direct purchase and agency. Karl Loeffler KG (dist., mfr., agent), 5 Koeln 60, Delmenhorsterstr. 1. WTD 11/70.

28424 — GERMANY — Polishing cloths, chemically treated. Prices c.i.f. Hamburg or Bremen. Direct purchase & agency. Hermann Starting (importer, mfr., exporter), P.O. Box 4, 4292 Rhede b. Bocholt. WTD 3/70.

Gum, wood chemicals

28612—GERMANY—Charcoal, primarily for residential use. Correspondence requested in German. Nordsued-Nuernberger Bund, Zentraleinkauf Hausrat (purchasing co-operative), 30 Schuermannstrasse, 43 Essen. WTD in prep.

28612—SPAIN—Tanning materals, natural. Correspondence requested in Spanish. Hijos de Juan Martinez, S.L. (importer), Carretera de Caravaca Km. 3, Lorca, Murcia. WTD 12/70.

Agricultural chemicals

28712—LIBYA—Fertilizers. The Arabian Agricultural & Industrial Co. (importer, dist.), P.O. Box 3637, Tripoli. WTD in prep.

28712—LIBYA—Fertilizers. Direct purchase & agency. Bari Co. for Commercial Agencies (importer, dist.), P.O. Box 4100, Tripoli. WTD in prep.

Chemical products

28993—GERMANY—Insulation products, all types; c.i.f. European ports. Direct purchase and agency. Gerhard Hesselmann. OHG (dist.), 237 Duisburgerstrasse, 433 Muelheim/Ruhr. WTD 11/70.

Flat glass

32111—LIBYA — Greenhouse (plastic). Direct purchase & agency. Bari Co. for Commercial Agencies (importer, dist.), P.O. Box 4100, Tripoli. WTD in prep.

Abrasive, asbestos, nonmetallic mineral products

● **32900—BURMA**—Supply of abrasives, including: 20,500 pieces of emery cloth, 672 pounds emery powder, 3,250 pieces of glass paper, 6,000 pieces carbide silicon paper. Tender MEIC/B.R/15(T)42(ML-MC-E) 70-71; bid deadline Mar. 18. Copies of tender documents available from Metalworking Operations BDC-649, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5652). A review copy will be available at the Commerce Field Office, 11444 Federal Office Bldg., 450 Golden Gate Ave., San Francisco, Cal. 94102 (415-556-5868).

32950 — GERMANY — Diatomaceous earth. Prices c.i.f. European ports. Direct purchase and agency. Karl Loeffler KG (dist., mfr., agent), 5 Koeln 60, Delmenhorsterstr. 1. WTD 11/70.

32950—GERMANY—Fuller's earth (for oils); diatomaceous earth for dry cleaning. Ludwig Scheins, Chemikalien, Salze (importer, dist., exporter) 102a Krefelder Strasse, 51 Aachen. WTD 11/70.

Steel mill products

● **33100—INDIA**—5,000 metric tons of steel sheet piles ST. 37.12 German standard DIN1612. Bid deadline Mar. 27; tender No. 96. The Director, Purchase & Transport, River Valley Projects, Governments of Bihar, Patna, Bihar. Copies of tender documents available from Iron & Steel Industry Operations, BDC, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4412).

33120—ISRAEL—Stainless steel chains and/or cables for electric hoists, immediate purchase. Appliance Merchandising Co. Ltd. (importer, agent), 14 Huberman St., P.O. Box 2085, Tel Aviv. WTD 1/71.

33160 — NETHERLANDS — Raw materials for fabrication of profiles, tubes for doors, windows, and door & window frames for use in homes. Direct purchase for own use. Very competitive price essential in view of mass production needs. Staalwerk Poke N.V., Attn: A. G. M. de Mul (importer, mfr./exporter), 28 Fr. Romboutsstraat, or P.O. Box 32, Bergeijk (N.B.). WTD 1/71.

33167 — NETHERLANDS — Perforated, expanded metals. Direct purchase, representations requested. J. Kabel & Zoon N.V.; Attn: B. W. Oldenboom (importer, dist., agent). P.O. Box 130, Zaandam. WTD 1/71.

Rolling, drawing, extruding of nonferrous metals

● **33500—BURMA—**Supply of bare copper wire of various quantities and sizes. Bid deadline Mar. 9. Contact the Vice Chairman, Shwedagon Pagoda Rd., Rangoon.

● **33500—CYPRUS—**Supply various sizes of copper conductor cables, belted type, paper insulated, lead covered and steel tape armoured and served totaling 14,750 yds. Tender No. 93/1971 E. 1/787/305/71: bid deadline Mar. 1. Gen. Mgr. & Chief Engineer, The Electricity Authority of Cyprus, P.O. Box 1466, Nicosia.

● **33500—UGANDA—**Supply of junction cable. Tender No. E 2B/EAPT (WB)-0/50457; bid deadline Apr. 6. Contact the Crown Agents for Overseas Governments & Administrations, 4 Millbank, London, S.W.1., England.

33520 — NETHERLANDS — Raw materials for fabrication of profiles, tubes for doors, windows, door & window frames for use in homes. Direct purchase for own use. Very competitive price essential, as material will be used for mass production. Staalwerk Poke N.V., Attn: A. G. M. de Mul (importer, mfr./exporter), 28 Fr. Romboutsstraat, or P.O. Box 32, Bergeijk (N.B.). WTD 1/71.

33572—GERMANY—Cable, copper and copper base alloy, bare and tinned; c.i.f. European ports. Direct purchase & agency. Gerhard Hesselmann, OHG (dist.), 237 Duisburgerstrasse, 433 Muelheim/Ruhr. WTD 11/70.

33574—GERMANY—Insulated wire and cable; c.i.f. European ports. Direct purchase & agency. Gerhard Hesselmann, OHG (dist.), 237 Duisburgerstrasse, 433 Muelheim/Ruhr. WTD 11/70.

33575—NETHERLANDS — Regular and vibrating screens for sewage treatment. Exclusive rep. for Common Market countries. Landustrie Sneek Machinefabriek Elektrotechniek N.V., Attn: P. Prins, Ing. (importer, dist., mfr.). 13 Pampuskade, Sneek. WTD in prep.

Cutlery, hand tools, general hardware

34250 — PORTUGAL — Carbon and high speed steel hack saw blades, hand and power sizes. Fundicao de Oeiras-Fundicao e Construcao Mecanicas, S.A.R.L. (importer), Apartado 2711, Lisbon 2. WTD in prep.

34291 — GERMANY — Automobile hardware, c.i.f. European ports. Direct purchase & agency. Peter Maassen (importer, mfr., exporter), 47 Goebenstrasse, Postfach 302, 42 Oberhausen/Rhld. WTD 11/70.

Fabricated structural metal products

● **34400—CYPRUS—**Supply, erect, commission and maintain for 12 months two power boilers, 310,000 lbs./hour, superheater, outlet 925 psig, 915F, economizer and/or preheater, draught plant, values, piping, etc., to install and interconnect to existing plant. Bid deadline 12 noon Apr. 19; Tender No. 1979/10 Ref: 787/356/71. Tender documents available for U.S. $48, non refundable, from Gen. Mgr. & Chief Engineer, The Electricity Authority of Cyprus, P.O. Box 1466, Nicosia.

Metal stampings

34611 — IRAN — Lunch boxes for school children. Mofid Trading House (importer, dist.), 268 Pahlavi Ave., P.O. Box No. 620, Tehran. WTD in prep.

Fabricated metal products

34920 — ISRAEL — Fireproof containers; depositories of documents, microfilms, etc. Direct purchase and exclusive agency. Eckmann Ltd. (importer, retailer), 94 Allenby Rd., P.O. Box 11112, Tel Aviv. WTD in prep.

34990 — GERMANY — Magnets, permanent. Prices c.i.f. European ports. Direct purchase & agency. EMKA Elektro + Mechanik GmbH. & Co. KG (importer, dist., mfr.), 576 Neusserstrasse, 5 Koeln-Weidenpesch. WTD 11/70.

Engines, turbines

● **35100—CYPRUS—**Supply, erect, commission and maintain for 12 months, two 30,000 kw steam turbine alternators, stop vale conditions 900 psig 900F with regenerative feed heating, and general auxiliary and control instrumentation equipment to be installed and interconnected to existing plant. Bid deadline 12 noon, Apr. 19; Tender No. 1979/11 Ref. 787/356/71. Tender documents available for U.S. $48, nonrefundable, from Gen. Mgr. & Chief Engineer, The Electricity Authority of Cyprus, P.O. Box 1466, Nicosia.

● **35100—URUGUAY—**Supply, construct and finance Palmar Hydroelectric Complex, estimated at $95 million. Tender No. 6338 (previously issued Nov. 14, 1970); bid deadline May 11. Specifications available for $100 from UTE, Paraguay 2341, Montevideo.

Farm machinery

35220 — SPAIN — Machinery, equipment for drying feces. Correspondence requested in Spanish. Hevatar, S.A., c/o Salvador Fernandez Pacheco (importer), Santisima Trinidad 22, 3°-C, Madrid (3). WTD 1/71.

35222 — GERMANY — Farm dairy machines. Prices c.i.f. European ports. Dr. Vennmann KG (importer, retailer), 39 Parsickstr., 413 Moers. WTD 11/70.

35228—ARGENTINA—Chicken plucking machine, manual or semi-automatic, for 300 to 500 chickens per hr. Requests descriptive literature, price lists. Correspondence requested in Spanish. Ave Cesar (dist.). Av. Espana 2710, Pcia. de Mendoza. WTD in prep.

Construction, mining, materials handling machinery, equipment

● **35300—INDIA—**Six belt weighers for ore handling facilities. Bid deadline 2:30 p.m., Mar. 24. Chief Engineer (Project), Madras Port Trust, Madras-1. Copies of tender documents may be purchased for $6.67 per set from the Deputy Chief Accounts Officer (Engineering), Madras Port Trust, Madras-1.

Metalworking machinery

● **35400—ARGENTINA—**Supply and installation of a carbon steel rolling mill at Establecimiento Altos Hornos Zapla, Province of Jujuy. Tender No. 110/70; bid deadline May 4. Direccion General de Fabricaciones Militares, Division Compras, Licitacion Publica No. 110/70, Av. Gabildo 65, Buenos Aires. Terms and specification available in Spanish from the above address for $37.50 per copy.

● **35400 — BURMA —** High speed twist drills, 400 various types and sizes. Tender No. MEIC/B.R./13(T)121(E-M)70-71; bid deadline Mar. 10. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon. Copies of tender documents are available from Metalworking Operations, BDC-649, Dept of Commerce, Washington, D.C. 20230 ★(202-967-5652). A review copy will be available at the Commerce Field Office, 11444 Federal Office Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **35400 — LIBYA —** Supply and installation of machinery for manufacturing metal pipe. Tender No. 4/1971; bid deadline Apr. 1. Libyan General Industrialization Corp., Ministry of Industry Bldg., Sciara Omar El-Mukhtar, Tripoli. Tender copies are available from the above address for $75 per copy.

35413—FRANCE—Cutting saws. Societe Creusot-Loire (importer, dist., mfr.), 15 rue de Milan, Paris 8e. WTD 10/70.

35418—INDIA—One bolt threading machine with capacity of M 24 to M 70 having hollow spindle with provision for cutting threads up to 1 meter length at one time, along with standard accessories including tools, chasers, roller support. Specifications available from Trade Opp. Staff, BDC-541, Rm. 1107, Dept. of Commerce, Washington, D.C. 20230. Hindustan Steel Ltd., Bhilai Steel Plant Attn: Mohindera Lal, Senior Purchase Officer (mfr.), P.O. Bhilai 1, District Durg, M.P.

35420—ISRAEL—Four machines manufacturing staples for general industry use. Techen Enterprises—Industry & Trade Co. Ltd. (importer, dist., mfr.), 13 Leonard Devinci St., P.O. Box 1577, Tel Aviv. WTD in prep.

35421—FRANCE—Hydraulic equipment. Societe Creusot-Loire (importer, dist., mfr.), 15 rue de Milan, Paris 8. WTD 10/70.

35480 — ISRAEL — Complete plant, machinery, related equipment, for converting old cars into scrap metal for industrial use. Aman Matechet Ltd. (dist., mfr.), Ezor Hata'asia, Ihud. WTD in prep.

35482—GERMANY—Drills, electric, portable: fully insulated for safe operation in presence of explosive chemicals. Theodor Hymmen KG (dist., mfr.), Theodor-Hymmen-Str., Postfach 4240, 48 Bielefeld. WTD in prep.

35483 — NETHERLANDS — CO_2 welding equipment; tools, accessories. Direct purchase or exclusive representation for Benelux countries. Dynaf N.V.; Attn: J. F. Bueters (importer, dist., agent), 29 Kwakelkade, P.O. Box 54, Alkmaar. WTD in prep.

35484—GERMANY—Automobile maintenance equipment, c.i.f. European ports. Direct purchase & agency. Peter Maassen (importer, mfr., exporter), 47 Goebenstrasse, Postfach 302, 42 Oberhausen/Rhld. WTD 11/70.

Special industry machinery

● **35500 — ALGERIA —** Supply of equipment, the setting up and the technical assistance necessary to start the production and the working of an industrial complex of mirror manufacturing. Bid deadline Mar. 15. Detailed specifications can be obtained from Societe Nationale d'Etudes et de Realisations Industrielles, 50 Rue Khelifa Boukhalfa, Alger, for 100 Algerian dinars.

● **35500—BURMA—**Four alcohol bottling plants, each with capacity of 2,000 bottles of 24 oz. content per hour or 2,500 bottles of 12 oz. per hour. Machinery to be included: bottle washers, vacuum fillers, cork sealers, conveyors, tanks, etc. Bid deadline Apr. 20. Industrial Development Corp., 192, Kaba Aye Pagoda Rd., Rangoon. Specifications available from the General Industries Div., BDC-647, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5585).

● **35500 — INDIA —** Pallet pressing machine, suitable for handling explosives, hopper should be of stainless steel plunger and dies should be of phospher bronze; Tender No. PB-689(a)/70. Sigma mixes of capacities 6000, 3000 and 1500 liters, suitable for working in propellant processing; Tender No. PB-689/L 70. Both bid deadlines Mar. 10. Purchase Officer, Space Science & Technology Center, Trivandrum-22, Kerala State. Copies of the tenders are available on a short term loan from the General Industries Div., BDC, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5585).

● **35500 — UAR (Egypt) —** Delivery and supervision of the installation and equipment for putting oil in plastic containers. Tender No. 15170; bid deadline Apr. 5. Specifications are available from the General Organization for Industrialization, 6 Khalil Aghar St., Garden City, Cairo, at a cost L.E. 5, plus postage and transfer expenses (£E5 = approximately $2.30).

● **35500 — UAR (Egypt) —** Delivery and supervision of the installation of equipment for a factory to produce glue and gelatin in the suburb of Cairo. Tender No. 16170; bid deadline Mar. 22. Specifications available from the General Organization for Industrialization, 6 Khalil Aghar St., Garden City, Cairo, for £E5 plus postage and transfer expenses (£E5 = approximately $2.30).

35510—INDIA—Coffee, chicory roasting, grinding machinery to handle minimum 3.3 metric tons of output every eight hrs. Polson Ltd. (mfr.), 65B Dockyard Rd., Mazagaon, Bombay 10 DD or P.O. Box 367, G.P.O. Bombay 1. WTD in prep.

35511—GERMANY—Dairy and milk products processing plant machinery, equipment including cream separators. Prices c.i.f. European ports. Dr. Vennmann KG (importer, retailer), 39 Parsickstr., 413 Moers. WTD 11/70.

35513—KOREA—Fruit preparation, canning, packing machinery with 25 ton daily capacity; complete production line for sausage-making with daily capacity of 3 to 5 tons; drum dryers of various types for converting foods in paste form into solids; automatic filling machinery for mushrooms with 20 tons daily capacity; pasteurizing machinery for one lb. glass jars. All inquiries with technical brochures should be sent to: Asst. Commercial Attache, Trade & Investment Div., U.S. Embassy, 82 Sejong-Ro, Seoul, Korea, APO San Francisco, Cal. 96301.

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

29990 — CANADA — Charcoal briquettes for consumer use; 3,000 tons for 1971 season. Need supply confirmed in six weeks. Wm. E. Taylor (Canada) Ltd. (wholesale grocer), 5 Thorncliffe Sq., Toronto 354, Ontario. WTD in prep.

34421 — NETHERLANDS — Profiles and tubes for fabrication, production of steel and aluminum doors, door frames, especially for use in homes. Sales territory: Benelux area, western Germany. Staalwerk Poke N.V.; Attn: A. G. M. de Mul (importer, mfr./exporter), 28 Fr. Romboutsstraat, or P.O. Box 32, Bergeijk (N.B.). WTD 1/71.

34422 — NETHERLANDS — Profiles and tubes for fabrication, production of steel and aluminum windows and window frames, especially for use in homes. Sales territory: Benelux area, western Germany. Staalwerk Poke N.V.; Attn: A. G. M. de Mul (importer, mfr./exporter), 28 Fr. Romboutsstraat, or P.O. Box 32, Bergeijk (N.B.). WTD 1/71.

35531—MEXICO—Woodworking lathe for manufacture of broom handles. Correspondence in Spanish. Heriberto Hinojosa Canales (importer), Avenida F. I. Madero Ote. 380, Monterrey, N.L. WTD in prep.

35540—INDIA—Paper mill machinery including chip separation plant, pulp plant complete with liquor preparation equipment, refiners and pressurized screens, evaporator plant, recovery unit, M.F. and M.G. grade paper making machines; finishing house equipment; water treatment plant and boiler house equipment; electrical equipment. Specifications available from Trade Opp. Staff, BDC-541, Rm. 1107, U.S. Dept of Commerce, Washington, D.C. 20230. The West Coast Paper Mills Ltd. (mfr.), Shreeniwas House, Waudby Rd., Fort, Bombay 1. WTD in prep.

35552 — ISRAEL — Machine for printing personal identification data on checks. Tamkin Ltd. (importer, dist., retailer), 32 Ben Yehuda St., P.O. Box 26436, Tel Aviv. WTD in prep.

35552—NETHERLANDS—Offset plates, positive and negative; offset plate and press chemicals; litho supplies, equipment. Exclusive sales representations. N. V. Grafi-Holland (importer, dist.), 1137 Hoofdweg, P.O. Box 21, Nieuw Vennep. WTD 2/71.

35594—THAILAND—Automatic machinery for manufacturing clutch facing with capacity of 500 pieces, 8 hrs. a day; for manufacturing brake lining with capacity of 1,200 ft., 8 hrs. a day. Requests catalogs, prices, plant lay-out, engineering assistance; turnkey basis. Chakr Thong Motors Ltd. Partnership (importer, dist.), 358-360 Vorachakr Rd., Bangkok 1. WTD in prep.

35595—ISRAEL—Machines for injection of aluminum alloys into molds for shoe industry. Direct purchase and exclusive agency. Manufacturing & Import of Industrial Equipment Ltd.—FAB (exclusive agent, dist., mfr.), 19 Shimon Hatzadik St., P.O. Box 8155, Yafo. WTD in prep.

35595—MEXICO—Salt flake manufacturing plant capable of producing one ton per day of salt flakes of type and standard used by cookie bakeries. Desires small semi-automatic plant for calcium precipitation; filtration; steam graining or flaking; centrifuging; drying. Carlos Ylizaliturri (dist., mfr.), Avenida Tecnologico Sur 2100, Monterrey, N.L. WTD in prep.

General industrial machinery

● **35600—BURMA—**Two 300 C electric ovens for warming armature coils, bearing, etc.; three electric heaters for boiling oil/water. Tender No. MEIC/B.R./14(T)-49(M-YUG)70-71; bid deadline Mar. 10. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon. Copies of tender documents are available from Metalworking Operations, BDC-649, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5652). A review copy will be available at the Commerce Field Office, 11444 Federal Office Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

35690—LIBYA — Sprinkler systems. Direct purchase & agency. Bari Co. for Commercial Agencies (importer, dist.), P.O. Box 4100, Tripoli. WTD in prep.

Office, computing machines

● **35700—MALAYSIA —** Supply and install 16 receipting and analysis machines to be used for the issuance of driving licenses. Bid deadline Mar. 10. Invited by the Dir. Gen., Road Transport Dept., Government Offices, Jalan Sultan, Petaling Jaya, Malaysia. Terms and specifications available on loan from the Scientific & Business Equip. Div., BDC-653. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-2939).

Service industry machines

35892—ISRAEL—Car washing machines with brush systems. Requests replies from manufacturers only. Moise Carasso & Sons Ltd. (importer, wholesale dist., retailer), P.O. Box 991, Tel Aviv. WTD in prep.

35892—NETHERLANDS—Water purification equipment, swimming pool filters. Ingenieursbureau Eksteen (importer, dist., agent), 244Z Soestdijksweg, Bilthoven. WTD in prep.

35892—NETHERLANDS—Tertiary sewage treatment systems, sludge dewatering and drying equipment, sewage comminuting systems. Exclusive rep. for Common Market countries. Landustrie Sneek Machinefabriek Elektrotechniek N.V. Attn: P. Prins, Ing. (importer, dist., mfr.), 13 Pampuskade, Sneek. WTD in prep.

Electric transmission, distribution equipment

● **36100—CYPRUS—**Supply 132 Kv. 3500 mva. double busbar switch and with six circuits, associated control and relay boards, and additional equipment for existing generator control desk to be installed and interconnected to existing plant. Tender No. 1979/12; bid deadline Apr. 1. Tender documents available for $48 from Gen. Mgr. & Chief Engineer, Electricity Authority for Cyprus, P.O. Box 1466, Nicosia.

● **36100 — CYPRUS—**Supply, erect and maintain for 12 months two 132/66 KV, 45 MVA; two 132/66 KV, 60 MVA transformers. Contract No. 1895/21; bid deadline Apr. 1. Partial financing by IBRD. Specifications available for $48 from the General Manager & Chief Engineer, Electricity Authority of Cyprus, P.O. Box 1466, Nicosia.

● **36100 — KOREA** — Supply of electric measuring instruments and test equipment including voltmeters, ammeters, wattmeters, power supply, kilovoltmeters, a.c. and d.c. tester, portable industrial meters, pyrometer, volt-amp-milliameter, oxygen analyzers, moisture testers, impact testing machine, conductivity meter, vacuum melting furnace, vacuum systems, electroanalyzer and more. Tender No. SLC-71003-P III (Part No. IV); bid deadline Feb. 26. Invited by the Office of Supply, Government of the Republic of Korea, Seoul. Terms and specifications available on loan from the Business & Scientific Equin. Div., BDC-653, Dept. of Commerce, Washington, DC. 20230 ★(202-967-2939).

36110—GERMANY — Electronic measuring instruments. Omni-Ray GmbH (importer, dist.), 41 Ritzbruch, Postfach 71, 4051 Breyell. WTD in prep.

36112—GERMANY—Small analysers for chemical industry. Prices c.i.f. European ports. Direct purchase & agency. Heyden & Son GmbH (importer, dist., agent), 45 Steinfurter Strasse, 4440 Rheine/Westf. WTD 11/70.

36123—GERMANY—Booster coils for engines of military vehicles, aircraft engines. Prices c.i.f. European ports. Direct purchase & agency. EMKA Elektro + Mechanik GmbH. & Co. KG. (importer, dist., mfr.), 576 Neusserstrasse, 5 Koeln-Weidenpesch. WTD 11/70.

Electrical industrial apparatus

36210—ISRAEL—Electrical motors between ½ hp. up to and including 2,500 hp. for general industrial use. Direct purchase & agency or exclusive dist. MPC Foreign Trade Ltd. (importer, mfr., agent), 16 Hameasfim St., P.O. Box 2508, Tel Aviv. (Cable address: MANPROCON TELAVIV.) WTD 12/70.

36213 — GERMANY — Generators for American, German armored motor vehicles. Prices c.i.f. European ports. Direct purchase & agency. EMKA Elektro + Mechanik GmbH. & Co. KG. (importer, dist., mfr.), 576 Neusserstrasse, 5 Koeln-Weidenpesch. WTD 11/70.

36220 — GERMANY — Starters. Prices c.i.f. European ports. Direct purchase & agency. EMKA Elektro + Mechanik GmbH. & Co. KG. (importer, dist., mfr.), 576 Neusserstrasse, 5 Koeln-Weidenpesch. WTD 11/70.

36220—NETHERLANDS—Electric, electronic, pneumatic and hydraulic process control equipment, devices, telecontrol equipment, electric power relays, static switching devices. Direct purchase & exclusive agency. Vonk N.V.; Attn: J. A. Blokland (importer, dist., agent), 16 de Holwert, Coevorden. WTD in prep.

36231 — NETHERLANDS — Welding equipment such as voltage generators, reductors, transformers, rectifiers, wire feeders, arc timers, other tools, accessories. Direct purchase, exclusive representations for Benelux countries. Dynaf N.V.; Attn: J. F. Bueters (importer, dist., agent), 29 Kwakelkade, P.O. Box 54, Alkmaar. WTD in prep.

Electric lighting, wiring equipment

● **36400—THAILAND**—Supply highway lighting luminaire. Tender No. MEA-PSD-224; bid deadline Mar. 15. Purchase & Stores Dept., Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok 2. Specifications available from the Dept. of Commerce, BDC-651, Rm. 5886C, Washington, D.C. 20230 ★(202-967-4188).

36430 — GERMANY — Plugs, connectors. Prices c.i.f. European ports. Direct purchase & agency. EMKA Elektro + Mechanik GmbH. & Co. KG. (importer, dist., mfr.), 576 Neusserstrasse, 5 Koeln-Weidenpesch. WTD 11/70.

36443—AUSTRALIA—Two-way, moulded terminal block, 2.5 amp, 380V. Material to be of a non-flammable substance such as nylon or P.V.C. Associated Lighting Industries Pty. Ltd.; Attn: T. G. Kollingsworth (importer, dist., mfr.), 46-54 Asquith St., Auburn, N.S.W. 2144. WTD 1/71.

Radio, television receiving sets

36511—LIBYA—Radios. General Overseas Agency (importer, dist.), P.O. Box 4199, Tripoli. WTD in prep.

36514—GERMANY—Special parts for recorder cassettes. Techno-Plastics Wilhelm Hambrink KG (importer, mfr.), Paderborner Str. 151, 483 Guetersloh. WTD 11/70.

36520—LIBYA—Tapes General Overseas Agency (importer, dist.), P.O. Box 4199, Tripoli. WTD in prep.

Communications equipment

36611—PAKISTAN—Dial-automatic telephone switching equipment, central office and PABX, including inter-office communication system. Z. M. Barlas, Barlexe Radios (importer), Hall Rd., Lahore, Punjab. WTD 1/71.

36622—GERMANY — Radio interference fillers. Prices c.i.f. European ports. Direct purchase & agency. EMKA Elektro + Mechanik GmbH. & Co. KG. (importer, dist., mfr.), 576 Neusserstrasse, 5 Koeln-Weidenpesch. WTD 11/70.

Electrical machinery, equipment, supplies

36920—LIBYA—Batteries for cars. General Overseas Agency (importer, dist.), P.O. Box 4199, Tripoli. WTD in prep.

36945 — GERMANY — Switches. Prices c.i.f. European ports. Direct purchase & agency. EMKA Elektro + Mechanik GmbH. & Co. KG. (importer, dist., mfr.), 576 Neusserstrasse, 5 Koeln-Weidenpesch. WTD 11/70.

36946—GERMANY—Distributors. Prices c.i.f. European ports. Direct purchase & agency. EMKA Elektro + Mechanik GmbH. & Co. KG. (importer, dist., mfr.), 576 Neusserstrasse, 5 Koeln-Weidenpesch. WTD 11/70.

36992—GERMANY—Tank, aircraft heaters. Prices c.i.f. European ports. Direct purchase & agency. EMKA Elektro + Mechanik GmbH. & Co. KG. (importer, dist., mfr.), 576 Neusserstrasse, 5 Koeln-Weidenpesch. WTD 11/70.

Motor vehicles, motor vehicle equipment

37141 — VENEZUELA — Automobile spare parts for internal combustion engines, shaftings, differential gears. Correspondence requested in Spanish. Corporacion El Teide C.A. (importer, dist., retailer), 2da Avenida, num. 11, Ciudad Industrial, Catia, Caracas. WTD 1/71.

37141—LIBYA—Spare parts for automobiles. General Overseas Agency (importer, dist.), P.O. Box 4199, Tripoli. WTD in prep.

37141 — GERMANY — Automobile parts, accessories, c.i.f. European ports. Direct purchase & agency. Peter Maassen (importer, mfr.), 47 Goebenstrase, Postfach 302, 42 Oberhausen/Rhld. WTD 11/70.

Engineering, laboratory, scientific, research instruments

● **38100—PAKISTAN**—Supply of scientific instruments including plump bobs, spring balances, friction blocks, micrometers, parallelograms, barometers, calorimeters, acceleration apparatus, vacuum gauges, convex mirrors, spherometers, thermometers, and many more. Tender No. S-9/121/SCI/70-71/IDA/MK; bid deadline Mar. 31. Invited by the Director of Supply & Inspection Wing, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2. Cable: "SUPPLY", Dacca. Terms and specifications available on loan from Business, Scientific Equip. Div., BDC-653, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-2939).

38112—NETHERLANDS—Electronic laboratory, scientific, educational instruments, teaching aids. Exclusive rep. for Benelux countries. Technowa Technische Verkooporganisatie, Attn: J. L. Wayper (importer, dist., agent), 24 Popelstraat, Krommenie. WTD 1/71.

38113 — NETHERLANDS — Surveying drafting, educational instruments. Exclusive rep. for Benelux countries. Technowa Technische Verkooporganisatie, Attn: J. L. Wayper (importer, dist., agent), 24 Popelstraat, Krommenie. WTD 1/71.

Instruments for measuring, controlling, indicating physical characteristics

● **38200—BURMA**—Supply of vacuum exhauster for testing vacuum brakes together with extra maintenance spares. Tender No. MEIC/BR/13(T)114(MC)70-71; bid deadline Mar. 11. Invited by the Chairman, Union of Burma, Railway Board, Bogyoke Aungsan St., Rangoon. Terms and specifications available on loan from the Business & Scientific Equip. Div., BDC-653, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-2939).

● **38200—INDIA**—Supply of 15 multiple position borehole extensometers and 15 tunnel load cells. Tender No. 1183/BPO/PR/56555/I-613; bid deadline Mar. 25. Invited by the Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Bistt. Hoshiarpur, Punjab. Terms and specifications available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref: CDN/ENQ/228.

38213—NETHERLANDS—Electronic industrial process, other instruments. Exclusive rep. for Benelux countries. Technowa Technische Verkooporganisatie, Attn: J. L. Wayper (importer, dist., agent), 24 Popelstraat, Krommenie. WTD 1/71.

38216 — NETHERLANDS — Mechanical and pneumatic experimental, educational systems. Exclusive rep. for Benelux countries. Technowa Technische Verkooporganisatie, Attn: J. L. Wayper (importer, dist., agent), 24 Popelstraat, Krommenie. WTD 1/71.

38216 — NETHERLANDS — Equipment for measuring oxygen in water for use by sewage treatment plants. Exclusive rep.

for Common Market countries. Landustrie Sneek Machinefabriek Elektrotechniek N.V., Attn: P. Prins, Ing. (importer, dist., mfr.), 13 Pampuskade, Sneek. WTD in prep.

Optical instruments, lenses

38311—NETHERLANDS—Mini-laser instruments for educational purposes. Exclusive rep. for Benelux countries. Technowa Technische Verkooporganisatie, Attn: J. L. Wayper (importer, dist., agent), 24 Popelstraat, Krommenie. WTD 1/71.

Surgical, medical, dental instruments

38421—IRAN—Surgical dressing, including adhesive plaster, gauze, cotton sponges, compresses, pads. MOFID Trading House (importer, dist.), 268 Pahlavi Ave., P.O. Box 620, Tehran. WTD in prep.

38423 — NETHERLANDS — Mechanical, hydraulic, pneumatic and non-electrical rescue equipment for fire brigades, civil defense organizations, industrial safety control, first aid stations, merchant marine, marine establishments ashore; underwater rescue equipment for use in ports. Exclusive distributorship. Tools N.V.; Attn: E. W. Suringar (importer, dist., agent). 21 Schakelstraat, P.O. Box 8040, Amsterdam. WTD in prep.

Photographic equipment, supplies

38616 — LIBYA — Photographic paper, cloth. Direct purchase & agency. Bari Co. for Commercial Agencies (imp., dist.), P.O. Box 4100, Tripoli. WTD in prep.

38617—LIBYA—Photocopy paper. Direct purchase & agency. Bari Co. for Commercial Agencies (importer, dist.), P.O. Box 4100, Tripoli. WTD in prep.

38618 — NETHERLANDS — Offset press, plate chemicals. Exclusive rep. N. V. Grafi-Holland (dist., mfr.), 1137 Hoofdweg, P.O. Box 21, Nieuw Vennep. WTD 2/71.

Toys, amusement, sporting goods

39493—GERMANY—Motor sleds for winter sports. Requests price quotations c.i.f. Hamburg or Bremen. Otto Kleyer KG (importer, dist., mfr.), 12a Luebbecker Str., 495 Minden/Westf. WTD 4/70.

Pens, pencils, office materials

39510—LIBYA—Ball point pens. Direct purchase & agency. Bari Co. for Commercial Agencies (importer, dist.), P.O. Box 4100, Tripoli. WTD in prep.

Manufacturing industries

39999—NETHERLANDS—Seashells, especially red and green abalone seashells. Lona Souvenirs; Attn: H. P. Kinneging, Mgr. (importer, dist./exporter, agent), P.O. Box 688, Breda. WTD 1/71.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Field crop farms

01120 — GERMANY — Raw cotton. Carl Wieneke (agent), 20 An der Bleiche, 4402 Greven/Westf. WTD 11/70.

Fruit, tree nut, vegetable farms

01220—HONDURAS—Fresh fruits packed in crates such as apples, grapes. Comisiones Tropicales, S. de R. L. Attn: Roberto Aguilar Wood (importer, agent), Apartado Postal 314, Tegucigalpa, D. C. WTD in prep.

Meat products

20118—HONDURAS—All types of canned sausages. Comisiones Tropicales, S. de R. L., Attn: Roberto Aguilar Wood (importer, agent), Apartado Postal 314, Tegucigalpa, D. C. WTD in prep.

20138—HONDURAS—All kinds of canned meats, such as ham, luncheon meats, potted meat, etc. Comisiones Tropicales, S. de R. L., Attn: Roberto Aguilar Wood (importer, agent), Apartado Postal 314, Tegucigalpa, D. C. WTD in prep.

Canning, preserving foods

20331 — GERMANY — Canned peaches, mixed fruits: 5 different sorts. Peter Jans (importer, dist., agent), 415 Krefeld, Postfach 1480. WTD 6/70.

20332—GERMANY—Canned wax beans. Peter Jans (importer, dist., agent), 415 Krefeld, Postfach 1480. WTD 6/70.

20334—HONDURAS—Canned fruit juices, nectars, concentrates. Comisiones Tropicales, S. de R. L., Attn: Roberto Aguilar Wood (importer, agent), Apartado Postal 314, Tegucigalpa, D. C. WTD in prep.

20336—HONDURAS—Catsup, other tomato sauces, pastes, etc. Comisiones Tropicales, S. de R. L., Attn: Roberto Aguilar Wood (importer, agent), Apartado Postal 314, Tegucigalpa, D. C. WTD in prep.

20338—HONDURAS—All types of jams, jellies, preserves, of fruit. Comisiones Tropicales, S. de R. L., Attn: Roberto Aguilar Wood (importer, agent), Apartado Postal 314, Tegucigalpa, D. C. WTD in prep.

20342—HONDURAS—All kinds of soup mixes, dried and dehydrated, freeze dried. Comisiones Tropicales, S. de R. L., Attn: Roberto Aguilar Wood (importer, agent), Apartado Postal 314, Tegucigalpa, D. C. WTD in prep.

20352 — HONDURAS — Pickles, such as dills, other pickled vegetables; relishes. Comisiones Tropicales, S. de R. L., Attn: Roberto Aguilar Wood (importer, agent), Apartado Postal 314, Tegucigalpa, D. C. WTD in prep.

20354 — HONDURAS — Salad dressings, mayonnaise, sandwich spread with salad dressing base. Comisiones Tropicales, S. de R. L., Attn: Roberto Aguilar Wood (importer, agent), Apartado Postal 314, Tegucigalpa, D. C. WTD in prep.

Bakery products

20521—HONDURAS—All types of biscuits, crackers, cookies, pretzels, snacks. Comisiones Tropicales, S. de R. L., Attn: Roberto Aguilar Wood (importer, agent), Apartado Postal 314, Tegucigalpa, D. C. WTD in prep.

Confectionery

20722—HONDURAS—All types of chocolate candies, in boxes, individual wrappers, bags. Comisiones Tropicales, S. de R. L., Attn: Roberto Aguilar Wood (importer, agent), Apartado Postal 314, Tegucigalpa, D. C. WTD in prep.

Food preparations

20994—HONDURAS—All types of baking powders, yeasts; natural, artificial. Comisiones Tropicales, S. de R. L., Attn: Roberto Aguilar Wood (agent), Apartado Postal 314, Tegucigalpa, D. C. WTD in prep.

Broad woven fabric mills, cotton

22110 — FRANCE — Cotton piece goods. Exclusive agency. Forneris (dist.), 3, rue de Gramont, 75-Paris 2e. WTD in prep.

Broad woven fabric mills, wool

22310—LEBANON—Men's wool/synthetic suiting fabrics. Baroody Bros. & Co. (importer, dist., agent), Avenue des Francais, P.O. Box 153, Beirut. WTD 5/70.

Knitting mills, products

22561 — FRANCE — Jersey piece goods. Exclusive agency. Forneris (dist.), 3, rue de Gramont, 75-Paris 2e. WTD in prep.

Men's, youths', boys' furnishings, work clothing

23292—GERMANY — High-quality men's outerwear made from knit fabrics (cashmere, alpaca). Price quotations c.i.f. European ports. Rheinische Handelsgesellschaft (dist.), Pomona 6, 404 Neuss/Rhein. WTD in prep.

Women's, misses', juniors' outerwear

23393—GERMANY — High-quality women's knit fabric outerwear (cashmere, alpaca). Price quotations c.i.f. European ports. Rheinische Handelsgesellschaft (dist.), Pomona 6, 404 Neuss/Rhein. WTD in prep.

Girls', children's, infants' outerwear

23610—GERMANY—Children's knit fabric outerwear. Price quotations c.i.f. European ports Rheinische Handelsgesellschaft (dist.), Pomona 6, 404 Neuss/Rhein. WTD in prep.

Logging camps, logging contractors

24110—SWITZERLAND—Walnut timber for manufacture of walnut veneer. Mr. A. Siegenthaler, Timber Import Ltd. (mfr.), P.O. Box 34, 5737 Menzikon. WTD in prep.

Sawmills, planing mills

24290 — GERMANY — Wood chips. Jabs, Schuett & Co. (agent), 2 Hamburg 11, Teilfeld 8. WTD 1/71.

Pulp mills

26111—GERMANY—Wood pulp for papermaking. Jabs, Schuett & Co. (agent), 2 Hamburg 11, Teilfeld 8. WTD 1/71.

Paper mills

26211 — GERMANY — Newsprint. Jabs, Schuett & Co. (agent), 2 Hamburg 11, Teilfeld 8. WTD 1/71.

26215 — GERMANY — Fine paper. Jabs, Schuett & Co. (agent), 2 Hamburg 11, Teilfeld 8. WTD 1/71.

Bookbinding industries

27892 — NETHERLANDS — Bookbinding materials; metal or plastic devices for production of looseleaf binders, etc. Exclusive agencies for Common Market. Agentuur & Commissiehandel "CEKA" (importer, dist., agent), 82 Zandvoorterweg, P.O. Box 45, Aerdenhout. WTD in prep.

Industrial chemicals

28151—GERMANY—Cyclical organic intermediates, such as benzene, toluene, solvent naphtha, xylene for use in chemical industry, including paints, varnishes industry. Exoma Mineraloel- und Chemie GmbH (importer, dist.), 2 Bahnstrasse, 5038 Rodenkirchen near Cologne. WTD 1/70.

28183 — NETHERLANDS — Specialized additives for plastic, rubber and similar industries; particularly products not already manufactured or in general use in Europe. Exclusive agencies requested for Benelux countries. Jan Dekker N.V. (importer, dist., agent), Plein '13, P.O. Box 10, Wormerveer. WTD in prep.

28185—NETHERLANDS — Additives for paints, lacquers, adhesives, related products; particularly products new to European market. Exclusive agencies requested for Benelux countries. Jan Dekker N.V. (importer, dist., agent), Plein '13, P.O. Box 10, Wormerveer. WTD in prep.

Synthetic materials

28232 — KENYA — Viscose rayon staple fibers, dull crimped semi or uncrimped, raw white. Requirements 250,000 lbs. of 35mm, 275,000 lbs. of 38mm and 100,000 lbs. of 46mm. Gathani Ltd. (agent), P.O. Box 329 Nairobi. WTD in prep.

28242—GERMANY—Noncellulosic fibers, yarns. Carl Wieneke (agent), 20 An der Bleiche, 4402 Greven/Westf. WTD 11/70.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28423—HONDURAS—All types of household cleaners such as liquid bleaches, pine oil; toilet deodorants. Comisiones Tropicales, S. de R. L.. Attn: Roberto Aguilar Wood (agent), Apartado Postal 314, Tegucigalpa, D. C. WTD in prep.

28430—FRANCE—Surface active, finishing agents for synthetic, natural textile fiber, paper. Anciens Establissements Moulin (importer, mfr.), 122 rue Carnot, B.P. 4, 59-Wattrelos. WTD in prep.

28440—LEBANON—Cosmetics. Kotovsky, Asfar & Masri (KAM Cosmetics) (importer, dist., mfr.), Chebli St., P.O. Box 392, Beirut. WTD 4/70.

Paints, varnishes, lacquers, enamels

28510—FRANCE—Specialized enamels, lacquers and varnishes for adhering to decorative metal products (ferrous and non-ferrous) used in traffic direction signs, similar exterior panels, signs requiring all-weather protective coatings. S.U.R.E.A.U. (mfr.), Zone Industrielle, 06-Carros. WTD in prep.

Petroleum refining

29110—GERMANY — Aromatics such as benzene, white spirit, boiling benzene, toluene, xylene, naphthas for use in chemical industry, including paints, varnishes industry. Exoma Mineraloel- und Chemie GmbH (importer, dist.), 2 Bahnstrasse, 5038 Rodenkirchen near Cologne. WTD 11/70.

Plastic products

30791—GERMANY—Packaging materials (plastics). Carl Wieneke (agent), 20 An der Bleiche, 4402 Greven/Westf. WTD 11/70.

30796—NETHERLANDS—All kinds of plastic materials for building, roadbuilding, other construction industries. Agency, representation, direct purchase or other sales arrangement. Monster Vreeswijk N.V.; Attn: H. Deijere, Gen. Mgr. (importer, dist.), 9 or P.O. Box 11, Vreeswijk, Nijverheidsweg. WTD 1/71.

Leather tanning, finishing

31111—NETHERLANDS — Suede and/or nappa garment leathers; special interest in fashion clothing leathers in suedes and in grains. Exclusive agencies for Netherlands and/or Benelux countries. M. Klijn Leder N.V.; Attn: Ph. Klijn, Gen. Mgr. (importer, dist./exporter, agent), 1 Irenestraat, Waalwijk. WTD 1/71.

31113—NETHERLANDS — Shoe leathers full grain (upper leather); special interest in fashion clothing leathers in suedes and in grains. Exclusive agencies for Benelux area. M. Klijn Leder N.V.; Attn: Ph. Klijn, Gen. Mgr. (importer, dist./exporter, agent), 1 Irenestraat, Waalwijk. WTD 1/71.

Glass products, made of purchased glass

32316—LEBANON—Christmas tree ornaments made from glass. Yervant Sarrafian (Sarrafian Stores) (importer, agent, retailer), Hoyek St., P.O. Box 381, Beirut. WTD 1/71.

Steel mills products

33120—FRANCE — Concrete reinforcing bars, joists, miscellaneous flat rolled products. Continentale des Produits Siderurgiques "COSID" (importer, agent), 154, blvd. Haussmann, 75-Paris 08. WTD 10/70

33129—GERMANY—Press, hammer steel forgings. Stahl- und Roehrenwerke Reisholz GmbH. (dist., mfr.), 209 Henkelstrasse, 4 Duesseldorf. WTD 11/70.

Nonferrous foundries

33610—IRAN—Aluminum and aluminum base alloy castings. Stahl, Commercial & Engineering, Ltd. (importer, dist., agent), 487 Sepah Ave., Tehran. WTD 1/71.

Cutlery, hand tools, general hardware

34292—IRELAND—Furniture hardware. Alan F. Cleary (importer, dist., agent), 31 Fortfield Rd., Terenure, Dublin 6. WTD 12/70.

34294—NETHERLANDS—Hardware and supplies for building industry, all kinds. Direct purchase, agency, representation or other sales arrangement. Monster Vreeswijk N.V.; Attn: H. Deijere, Gen. Mgr. (importer, dist.), 9 Nijverheidsweg, or P.O. Box 11, Vreeswijk. WTD 1/71.

Fabricated structural metal products

34411 — NETHERLANDS — Non-ferrous fabricated structural metal products for construction industries, all kinds. Agency, representation, direct purchase, or other sales arrangements. Monster Vreeswijk N.V.; Attn: H. Deijere, Gen. Mgr. (importer, dist.), 9 Nijverheidsweg, or P.O. Box 11, Vreeswijk. WTD 1/71.

Fabricated metal products

34942—IRAN—Fittings, metal, for gas piping systems. Stahl, Commercial & Engineering, Ltd. (importer, dist., agent), 487 Sepah Ave., Tehran. WTD 1/71.

34945 — GERMANY — Metal fittings, flanges for piping systems. Stahl- und Roehrenwerke Reisholz GmbH. (dist., mfr.), 209 Henkelstrasse, 4 Duesseldorf. WTD 11/70.

Farm machinery

35227—AUSTRIA—Lawn mowers, sicklebar. Alpen Sport (importer, dist., agent), A-9622 Weissbriach. WTD 2/70.

Construction, mining, materials handling machinery, equipment

35310—IRAN—Crane with crash, rescue capacity for towing, lifting of aircraft. Diesel Auto Part S.A. (importer, agent, retailer), 88-90 Amir Kabir Ave., Tehran. WTD 1/71.

35310 — NETHERLANDS — All kinds of machinery, equipment for roadbuilding, other construction industries. Agency, representation, direct purchase, other sales arrangements. Monster Vreeswijk N.V.; Attn: H. Deijer, Gen. Mgr. (importer, dist.), 9 Nijverheidsweg, or P.O. Box 11, Vreeswijk. WTD 1/71.

35351 — MEXICO — Pneumatic tube systems for use in transportation of documents, messages, etc. within institutions such as banks, finance companies, large department stores, others. TELECOM, S. A. Ing. Eloy Gonzalez G. (importer, dist., agent), 5 de Mayo Pte. 108, Despachos 208 and 203, Monterrey, N.L. WTD in prep.

Special industry machinery

35513 — NETHERLANDS — Automatic food packaging machinery; large capital equipment only; representations requested for Benelux countries. Koopman & Co. Technische Handelmaatschappij N.V.; Attn: F. Bouman (importer, dist., agent), 6 Stadhouderskade, P.O. Box 6049, Amsterdam. WTD 7/70.

35591 — NETHERLANDS — Machinery, equipment for production of chemicals. Ingenieursbureau Eksteen (importer, dist., agent), 244Z Soestdijkseweg, Bilthoven. WTD in prep.

General industrial machinery

35663 — NETHERLANDS — Mechanical power transmission equipment for ship steering. Betrac N.V. (importer, dist.), 28 Lange Kleiweg, Rijswijk (Z.H.). WTD 1/70.

Office, computing, accounting machines

35731 — BRAZIL — Mini-computers; elevated floor, smoke detectors, rate of rise detectors for computers. Erige Engenharia Ltda. (servicing company), Rua Buenos Aires, 90 sala 808, Rio de Janeiro—GB. WTD 1/71.

35731 — NETHERLANDS — Electronic office equipment such as memory systems, computer peripheral equipment, other data handling systems, similar items; representations requested for all European countries. Koopman & Co. Technische Handelmaatschappij N.V.; Attn: F. Bouman (importer, dist., agent), 6 Stadhouderskade, P.O. Box 6049, Amsterdam. WTD 1971 7/70.

Electric transmission, distribution equipment

36110—FRANCE—Electric measuring instruments, test equipment, including MW meters, wobbulators (sweepers). S.C.I.E. (Societe de Composants & Instruments Electroniques) (importer, agent, retailer), 31 rue George-Sand, 91 - Palaiseau. WTD 1/71.

Electrical industrial apparatus

36220—GERMANY—Nuclear continuous measuring, control equipment for wire industry. Prices c.i.f. Hamburg or Bremen. Gesellschaft fuer Nuklearmesstechnik und Industrieelectronik M. Knuefelmann & Co. KG (importer, mfr.), 18 Dhuennberg, 509 Leverkusen-Schlebusch. WTD 11/70.

36220—SPAIN—Control equipment, industrial, electric. Jose Urquia Zaldua, OFITUR (agent), Moraza, 3 (bis.), San Sebastian, Guipuzcoa. WTD 1/71.

Household appliances

36344 — IRAN — Electrical controls for small household electrical appliances; electrical appliances, small household parts, attachments. Stahl, Commercial & Engineering, Ltd. (importer, dist., agent), 487 Sepah Ave., Tehran WTD 1/71.

Communication equipment

36623—VENEZUELA—Intercommunicating systems. Correspondence requested in Spanish. Videvoz S.R.L. (importer, dist., agent), Calle "A", Quinta Don Quijote, El Amparo, Los Clorros, Caracas. WTD in prep.

Motor vehicles, motor vehicle equipment

37130 — AUSTRIA — Street sprinklers, washers, sweepers; snow plows, other snow clearing vehicles; street de-icing, sanding, other road maintenance vehicles; ambulances, fire department, other utility vehicles used by municipal administrations. Alpen Sport (importer, dist., agent), A-9622 Weissbriach. WTD 2/70.

Transportation equipment

37992 — AUSTRIA — Snow grooming vehicles for ski areas; snow vehicles to bring tourists, luggage, supplies to remote ski chalets in alpine regions; mobile snow makers. Alpen Sport (importer, dist., agent), A-9622 Weissbriach. WTD 2/70.

Engineering, laboratory, scientific, research instruments

38112—FRANCE — Laboratory, scientific instruments. S.C.I.E. (Societe de Composants & Instruments Electroniques) (importer, agent, retailer), 31 rue George-Sand, 91 - Palaiseau. WTD 1/71.

Instruments for measuring, controlling, indicating physical characteristics

38212—MALAWI—Parking meters, pedestal mounted curbside type, two-hour metering. Prices requested for 100, 500 and 1000 lots; coin-operated for foreign coins. Catalogs, f.o.b. U.S.-port prices required. Mr. Hawken, Petroleum Services (Malawi) Ltd. (importer, agent, engineering), P.O. Box 625, Blantyre. WTD 1/70.

38213 — NETHERLANDS — Industrial process instruments, e.g., for refineries, chemical industries, breweries, soft drink, foodstuffs industries. Exclusive agencies for Benelux countries. Jiskoot Automation N.V.; Attn: W. G. van Bavel (importer, dist., agent), 49 Wilhelminapark, Utrecht. WTD in prep.

Surgical, medical, dental instruments

38410—FRANCE — Surgical, medical instruments in rubber, plastic; mainly probes. Delamotte Plisson S.A. (importer, dist., agent), 3, Impasse Bon-Secours, 75-Paris 11. WTD 10/70.

38410—NETHERLANDS — Electro-medical equipment, such as monitors, deep-ray therapy, X-ray apparatus, etc.; representations requested for Benelux countries. Koopman & Co. Technische Handelmaatschappij N.V.; Attn: F. Bouman (importer, dist., agent), 6 Stadhouderskade, P.O. Box 6049, Amsterdam. WTD 7/70.

Photographic equipment, supplies

38610—KOREA—Graphic arts, cinematographic film; film; sensitized; motion picture, still camera and special purpose; photographic paper; photographic equipment, accessories; photographic chemicals prepared; not made in chemical plants. Yu Sung Kim, International Operations Dir., Han Chang Industrial Co., Ltd. (importer, dist., agent), Central P.O. Box 168 57, 1-ka, Chong-ro Chongno-ku Seoul. WTD in prep.

Toys, amusement, sporting goods

39410—IRELAND—Games, toys. Alan F. Cleary (importer, dist., agent), 31 Fortfield Rd., Terenure, Dublin 6. WTD 12/70.

39490 — IRELAND — Sporting, athletic goods. Alan F. Cleary (importer, dist., agent), 31 Fortfield Rd., Terenure, Dublin 6. WTD 12/70.

Novelties, notions

39620—LEBANON — Artificial Christmas trees. Yervant Sarrafian (Sarrafian Stores) (importer, agent, retailer), Hoyek St., P.O. Box 381, Beirut. WTD 1/71.

Manufacturing industries

39961—MEXICO—Hard surface floor coverings, especially linoleum sheet goods, tiles. Correspondence in Spanish. Proveedora del Hogar, S. A. (Sr. Jose Angel Garcia) (importer, dist., retailer), Morelos 100 Pte., Apartado Postal 445, Monterrey, N.L. WTD in prep.

39962—MEXICO—Hard surface floor coverings especially asphalt and vinyl based sheet goods, tile. Correspondence in Spanish. Proveedora del Hogar, S. A. (Sr. Jose Angel Garcia) (importer, dist., retailer), Morelos 100 Pte., Apartado Postal 445, Monterrey, N.L. WTD in prep.

39999 — LEBANON—Christmas tree ornaments, decorations; except glass, electrical. Yervant Sarrafian (Sarrafian Stores) (importer, agent, retailer), Hoyek St., P.O. Box 381, Beirut. WTD 1/71.

39999—NETHERLANDS—All kinds of educational aids, appliances, materials, methods and systems, such as audio-visual aids for use in industrial training, correspondence, training and programmed instruction courses. Accent is on commercial /industrial training. Agencies, licensing arrangements. Norbu Nederland N.V., Attn: Drs. C. P. H. van Greuninge, Gen. Mgr. (marketing, consulting experts), 63 Hoofdstraat, Sassenheim. WTD 1/71.

Business services

73920 — FRANCE — Computer programming service: EDP programs for auditing operations for industrial firms, banks, administrations, etc. PIJA (importer, agent, exporter), 24 Ave. George V, Paris 8. WTD in prep.

Motion picture production, distribution

78130—PAKISTAN—Full length feature (motion) picture, color and black and white, 35 mm. and 16 mm. Z. M. Barlas, Barlexe Radios (importer, mfr., agent), Hall Rd., Lahore, Punjab. WTD 1/71.

Correspondence, vocational schools

82410—NETHERLANDS—All kinds of educational methods, systems, such as correspondence, training and programmed instruction courses for industrial/commercial training. Agencies and/or licensing arrangements. Norbu Nederland N.V.; Attn: Drs. C. P. H. van Greuninge, Gen. Mgr. (marketing, consulting experts), 63 Hoofdstraat, Sassenheim. WTD 1/71.

Visiting Buyers And Officials

FRANCE—Robert Tcherkoff, Gen. Mgr., Distribution Fair Play, 190 rue LeCourbe, 75 Paris 15e, **interested in agency/distributor agreement for U.S. manufactured toys in France.** Feb. 25 via New York for 8 days. c/o Regency Hotel, 61st & Park Ave., New York, N.Y. 10021. Itinerary: New York City. WTD 8/70.

INDIA—Dr. Roshan L. Bhargave, The West Coast Paper Mills Ltd. and Andhra Pradesh Paper Mills Ltd. Streeniwas House, Waudby Rd., Fort, Bombay 1, **interested in purchasing paper mill machinery.** Feb. 21 via New York for seven days. c/o Hotel Americana, 52nd St. & 7th Ave., New York, 10019. Itinerary: New York, Philadelphia, Muncy, Pa., Barberton, Ohio. WTD under prep.

ISRAEL—Stephen Danz, Pres., Israel International Marketing Groups, 6 Kohelet St., Holon, **interested in importing U.S. general consumer items, in acquiring franchises for food products and in locating U.S. distributors for olive oil, protein (soy) additives, leather watchbands, *Israeli Law Review*, and requesting technical information on olive oil and leather industries.** Feb. 14 via New York for 3 weeks. c/o Israel International Marketing Group, 4543 52nd Ave. NE., Seattle, Wash. 98105. Itinerary: New York, Chicago, Detroit, St. Louis, Denver, Houston, Phoenix, Los Angeles, San Francisco, Portland, Seattle, Miami, and others if required. WTD in prep.

JAPAN—Zenpei Takahashi, Plant Manager, Toyo Yosen Co., Ltd., 1-2-27 Mita, Minato/ku, Tokyo, **interested in locating U.S. suppliers of up-to-date cleaning and shampooing machines for carpets, draperies, upholsteries, and requesting technical information on techniques, machinery and supplies.** Feb. 22 via Los Angeles for 2 weeks. c/o Jack Wada, 3626 S. Western Ave., Los Angeles, Calif. 90018. Itinerary: 3-4 days Los Angeles; 10 days to be arranged. WTD in prep.

VENEZUELA—Jose R. Hernandez G., Marina La Cuevita, C.A. 2nd Transversal No. 17, Urbanizacion Calicanto, Maracay, **interested in importing motor boats.** Feb. 19 via Miami for 6 days. c/o Hotel DiLido, 155 Lincoln Road, Miami Beach, Florida 33139. Itinerary: Miami. WTD under prep.

Future Construction Abroad

ARGENTINA—Studies and other works concerning the basic **port structure in the Patagonian region** have been ordered. Port development will be coordinated to insure efficient distances between ports, as well as the ability of each port to handle both inflow and outflow of goods. Each will play a secondary role as a fishing port. In addition to extensive cargo storage areas, each port will have an industrial development area. Supporting studies to determine the navigability of rivers leading into the interland will be undertaken. Ports include deep water, secondary and regional. This may provide trade opportunities for interested American firms, particularly on the larger projects, and especially firms in the construction field. Contact either Ing. Juan Carlos Minuto Lugan, Direccion Nacional de Construcciones Portuarias y Vias Navegables; or the Consejo Nacional de Construccion de Obras Publicas, both are located at Av. 9 de Julio 1925, Buenos Aires.

ARGENTINA — Substantial increases in capacity are planned for Argentina's electricity output for the future. Although the import content of the generating facilities now under construction or planned is substantially less than previously, considerable market potential still exists for U.S. producers of generating, transmission and related equipment. A foreign service report on current and planned **construction of generating facilities** can be obtained from the Dept. of Commerce, International Liaison & Trade Opportunities, BDC-541, Washington, D.C. 20230.

ARGENTINA—The Argentine State Petroleum Co. announced a series of plans and projects for the **expansion of their facilities**. A list of projects may be obtained from the Dept. of Commerce, International Liaison & Trade Opportunities, BDC-541, Washington, D.C. 20230.

AUSTRALIA—A further $78.4 million expansion program will be undertaken by the Broken Hill Pty. Co. Ltd. for its Port Kembla works. The new additions, together with the original plans announced last year, will bring to more than $336 million the amount being spent by BHP on major **developments at Port Kembla** over a four year period from the beginning of 1969. The completion of the expansion projects by 1973 has been scheduled to dovetail with the initial demands of the New John Lysaght (Aust.) Ltd. steel complex at Westernport, Victoria, which hopes to commission its galvanizing line and cold reduction mill in late 1972. The additional expansion comprises: No. 6 coke oven battery, completion date late 1972 A $28 million; No. 3 sinter machine, completion date mid-1973, A$25 million; oxygen tonnage plant, completion dated late 1972, A$8.8 million; box strapping line, completion date mid-1972, A$2.6 million; No. 2 blast furnace modifications, completion date late 1971, A$5.3 million.

CANADA—Proctor & Gamble Co. of Canada Ltd. announced that it will start construction this spring on an $80 million **pulp mill** near Grand Prairie, Alberta. The bleached kraft mill is expected to produce more than 250,000 tons of pulp annually beginning in 1973. According to the company, an essential element in the project is an incentive grant of about $12 million offered by the federal department of regional economic expansion.

CANADA — The Canadian Government awarded the first construction contracts for the new **Montreal International Airport**, for a runway, a construction haul road and an access road. This marks the actual launching of the first phase of this C$400 million project. Scheduled to be completed in 1974, this phase will include two 12,000 ft. runways, a terminal with a capacity of six million passengers a year, 20 to 24 aircraft gates, and a service area (control tower, freight terminal, maintenance hangars, etc.). The new airport, normally referred to as the Ste. Scholastique Airport, will occupy a 130 sq. mile area some 33 miles northwest of Montreal. Calls for tenders will be made by the Contracts Office of the Montreal International Airport Project Office. American firms wishing to propose new equipment or processes in connection with the airport should contact Jean Guy Dionne, Project Manager. CAIM, 1550 de Maisonneuve Blvd., W., Montreal.

FRANCE—Le Compresseur Frigorifique, S.A., (ICF) (Carrier Overseas Corp.) is planning to undertake its second expansion program. BACCILAD, 127 rue de Saussure, Paris 17 estimated that **construction of the new facility in Dardilly (69) to produce unitary air conditioning systems** is expected to begin this spring.

FRANCE — The Sheraton/ITT **1,000 rooms hotel** project in the Montparnasse area of Paris is reported to be in the planning stage and scheduled to start in early 1971. It will consist of a multistory building and associated commercial center.

FRANCE—The construction of a **new plant to produce miniaturized electronic sub-assemblies** has been announced by the Compagnie Generale de Constructions Telephoniques, a subsidiary of ITT. This plant will be erected in the South-Eastern industrial zone of Rennes and should start production in 1972; 1,200 to 1,500 persons will be employed. Write: Compagnie Generale de Constructions Telephoniques at 251 rue de Vaugirard, Paris 15.

INDIA—The Government of India has given approval to the Birlas to set up an **alloy steel plant** at Patratu in Hazaribagh district of Bihar. The plant is estimated to cost U.S.$53.3 million, and will have a capacity of around 50,000 tons. When completed, it will produce alloy constructional steels, ball bearing steels, heat resisting steels and tool steel. The plant is to be set up under the name of Bihar Alloy Steels Ltd., Patratu (E. Railway), District Hazaribagh, Bihar. Information on machinery requirements is available from the Bihar Alloy Steels Ltd., Lal Bahadur Shastri Marg. Bhandur, Bombay.

INDONESIA—The Indonesian State Tin Co. plans to **extend the annual capacity of the existing Muntok smelter** from 13,000 tons to 27,000 tons. The estimated cost is $1.5 million and construction is to begin before 1972. Consideration is being given to two conventional stationary furnaces not the rotating furnaces now in use. Contact: Sirman Widitmo, Project Manager, 7 Tanah Abang Timur, Djakarta.

IRAN—Interest is being shown in a **rapid transit system** to alleviate congestion and traffic and pollution problems in the Tehran metropolitan area. Other projects under consideration are: **mono rail**; third **road** from Tehran to Shemiran, a major suburb 10-15 miles north of Tehran proper; two **parkways** from West Tehran to East Tehran; **viaducts**; **bridges and construction of underground tunnels** in the city for the collection of surface water. Contact the Dept. of Commerce, International Liaison & Trade Opportunities, BDC-541, Washington, D.C. 20230.

JAMAICA—The following four projects have been reported: **The Wiltshire and Sidney Cove Development.** Consisting of 175 lots, it is located in the parish of St. James near Montego Bay. The developer plans to build 17 three-bedroom houses to be sold for $24,500. The remaining 158 lots are to be sold to private individuals. Developer: John Hutton, Man. Dir., Hutton Worldwide Property (Jamaica) Ltd., 1A Duke St., Kingston. Architect: Not yet chosen. Contractor: Not yet chosen. **The Eden Towers (Phase I).** This development consists of a low-rise apartment block with ancillary buildings and facilities necessary for the operation of a hotel; 43 studios, 29 one-bedroom and 19 two-bedroom apartments will be leased and sold. Construction is expected to begin in April and no contracts have been awarded yet. Phase II will involve the construction of three 12-story apartment towers to contain 175 studios, 134 one-bedroom and 89 two-bedroom apartments. No date has been set for the start of this phase. Developers: Equities Ltd., 12 Roosevelt Ave., Kingston 6. **Cable and Wireless Ltd. Technical Services Building.** The eight-story Technical Services Bldg. under construction at the corner of Duke & North Sts., Kingston, was designed by the Architectural Department of Cable and Wireless Ltd., London. Almost all specifications other than air conditioning are for U.K. products. The project is being done by joint contractors: Leonard I. Chang (Engineering) Ltd., 67A Half Way Tree Rd., Kingston 10. Taylor Woodrow International, P.O. Box 57, Kingston 10. **The Jamaica Commercial Institute.** Expand facilities by building a three-story and basement school building at 56 Duke St., Kingston. The President of the Institute, Anthony Chin Quee, Jamaica Commercial Institute, 55A Duke St., Kingston, (Telephone 23874), would be interested in suppliers of school equipment such as: desks, chairs, typewriters, audio-visual teaching aid equipment.

KOREA—The Agricultural Development Corp. announced that Kukdong Construction Co. Ltd. won the recent international bid for the **agricultural construction project** in the Pyongtaek region. The contract for the Pyongtaek coastal reclamation and irrigation project is worth about $10 million. Work on the Pyongtaek will take three and a half years. Interested U.S. firms should write: San Ih Yoon, Technical Dir., Kukdong Construction Co., Ltd., Daeyonkak Hotel, 4th Fl., No. 25-5, 1st-ka, Chungmu-ro, Chung-ku, Seoul. Further bids will be solicited in early 1971 for the second series of projects in both the Kum River and the Pyongtaek regions. These projects will also be financed from IBRD's $42 million loan and interested firms should contact the Agricultural Development Corp.

MEXICO—Cancun, **a resort development** which the Mexican Government hopes will eventually surpass Acapulco in scope, is now in an early construction stage on the eastern coast of the Yucatan Peninsula jutting out into the Caribbean. Connected to the mainland by a causeway, the island is 8 miles long, has more than 12 miles of broad sandy beach and has a crystal clear lagoon between it and the mainland. The construction of **an international airport** to serve the area is expected to involve the investment of more than 150 million pesos over the next three years. The airport will be located some 8½ miles southwest of Cancun and will be designed to accommodate wide-bodied jets. Requests for bids on certain aspects of the infrastructure construction are expected to be announced by March 15. Further information can be obtained from the Dept. of Commerce, International Liaison & Trade Opportunities Staff, BDC-541, Washington, D.C. 20230.

PHILIPPINES—The Development Bank of the Philippines is considering **expanding rice processing and storage facilities** and has applied for a $14.3 million dollar loan from IBRD to be used for purchasing capital equipment which must be imported and for consultants fees. The project would involve a number of plants with a combined drying capacity of 225 metric tons/hour, milling capacity of 60 metric tons/hour, bulk storage capacity of 150,000 metric tons, together with warehousing, handling, airing and transport equipment. Consultants for technical supervision and other services will be hired. International bidding will be conducted for the necessary machinery and equipment. A copy of a report from the American Embassy in Manila is available from the Dept. of Commerce, International Liaison & Trade Opportunities, BDC-541, Washington, D.C. 20230.

PHILIPPINES—The Asian Development Bank has approved a loan to the Philippines for the **Cotabato-General Santos Road Project**. Selection of contractors is to be on the basis of international competitive bidding.

PORTUGAL—The Companhia dos Caminhos de Ferro Portugueses (CP), a joint public and privately owned corporation which operates all railway lines in Portugal, will shortly invite bids for the **construction of a two-track railway bridge** to replace the 93-year old one-track span over the River Douro at Oporto. The cost of the bridge and approaches is estimated at $5 million. Approximate dimensions of the new span are: arch, 225 meters from base to base; height of arch, 60 meters; length of bridge deck, 400 meters. Tentative plans call for the utilization of existing steel arch sections used earlier during the construction of a reinforced concrete arch highway bridge, also at Oporto. However, it is not known whether these sections will be adaptable and other proposals will be considered.

SINGAPORE—Singapore intends to announce plan for a **feasibility study of a mass rapid transit** (MRT) and how it will contribute to a comprehensive transportation system. Discussions are now underway with the World Bank for a $1.3 million loan to carry out the study. Singapore also plans to solicit technical support for the study through UNDP. The study will determine the type of transit system most suitable, subterranean or elevated, decide on the corridors of MRT and location of MRT stations, various stages of their implementation as well as requirements of suitable road networks and public transport from MRT stations to central area and population centers. Comprehensive cost benefit analysis will be essential, and it is planned that the analysis will also ascertain social and environmental costs. Singapore will announce building a 1,200-space **multi-story car park** at Kallang Basin 3 miles from center of city. Kallang will probably be crossroads of a comprehensive transport system. Intent of this plan is for motorists to park their autos at Kallang and use the public transport and/or proposed MRT into the central part of the city. Contact Alan Choe, Head, Urban Renewal, Government of Singapore.

VENEZUELA—The Venezuelan Cabinet approved credits for about Bs 525 million for construction of the first seven kilometers of the **Caracas subway with eight stations**. Construction is scheduled to begin this July terminating in 1974. Rolling stock, rails, electrical equipment is to be imported. Equipment manufacturers and contractors, especially tunneling experts, should contact: Oficina Ministerial De Transporte, Ministerio de Obras Publicas, Edificio Camejo, Caracas, or Parsons, Brinckerhoff-Tudor-Bechter, Caracas Metro Consultants, 814 Mission St., San Francisco, Calif.

Calendar For World Traders

Feb. 23—Boston—Foreign direct investment regulations workshop, Sheraton-Plaza Hotel, 9-4:30. Sponsor: International Trade Center of New England.

Feb. 23—Cresskill, N.J.—Bergen County Chamber of Commerce Global Marketing Seminar, Tamcrest Country Club, noon.

Feb. 23—New York—Workshop on Customs Valuation, Commerce & Industry Assn., 9:30-4:30.

Feb. 24—Bethlehem, Pa.—Dinner meeting of the World Trade Club of the Lehigh Valley, Holiday Inn East, 6 p.m.

Feb. 24—Newark, N.J.—"Profits In Exports" meeting, Small Business Administration Field Office, 970 Broad St.

Feb. 24—Philadelphia — Workshop on export sales correspondence, Commerce Field Office, 10 a.m.

Feb. 24—Reading, Pa. — Export conference sponsored by Berks County Manufacturers Assn., Reading Motor Inn, 9 a.m.

Feb. 25—Kansas City—Export development seminar, Commerce Field Office, 1840 Federal Bldg., 2 p.m.

Feb. 25—Pittsburgh—Seminar featuring Commerce's country desk officers for France, Italy and the European Common Market, Room 2214, Federal Bldg., 10:30 a.m.

Feb. 25—St. Louis—World Trade Club's monthly dinner meeting, Elks Club, 6 p.m.

Mar. 1—Knoxville—East Tennessee Export Conference, University Center, U. of Tennessee, 9-4:30.

Mar. 3—Atlanta—Trade with Scandinavia workshop, Marriott Motor Hotel, 9-4.

Mar. 3—New York—First weekly meeting of nine-week course on planning and organizing for international trade, Pace College, 6:30 p.m.

Mar. 3—New York—Annual dinner of the Society of Foreign Consuls, Hotel Plaza. Sponsor: World Trade Dept. of Commerce & Industry Assn.

Mar. 3—Oxford, Miss.—Symposium on international industrial property rights, U. of Mississippi Law School.

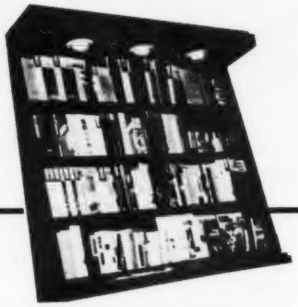
Mar. 3 — Philadelphia — Export workshop on locating agents and distributors, Commerce Field Office, 10 a.m.

Mar. 3—Wallingford, Conn.—Combination Export Managers Assn. of Connecticut general luncheon meeting, Yankee Silversmith Inn, 11:15-2 p.m.

Mar. 4—Milwaukee—Monthly meeting of Milwaukee World Trade Club, Holiday Inn Central.

Mar. 9—Cleveland—First of eight weekly sessions in annual Export Trade Workshop, Cleveland State University, 7-9 p.m.

Mar. 9—Kansas City—Meeting on air cargo for exporters, Top-Of-The-Tower Restaurant, Commerce Tower.



New Publications

When ordering any publication, indicate title and series designation, if indicated, and make checks or money orders payable to the Superintendent of Documents. Orders should be sent to the U.S. Department of Commerce, Washington, D.C. 20230, or to any of its field offices.

OFFICE OF THE SECRETARY

Foreign-Trade Zones Board, 32nd annual report to the Congress of the United States for the fiscal year ended June 30, 1970. 61pp. 35¢.

Export control. 93rd quarterly report, 3rd quarter 1970, by the Secretary of Commerce to the President, the Senate, and the House of Representatives. 68pp. 35¢.

Export control bulletin—supplement to export control regulations. Number 36. Single copy 25¢.

DOMESTIC AND INTERNATIONAL BUSINESS

BUREAU OF INTERNATIONAL COMMERCE

Foreign Economic Trends

Annual subscription $15 ($6 more for foreign mailing). Single copy 10¢.

Spain (ET 70-120). 12pp.
Lebanon (ET 70-142). 12pp.
Iran (ET 70-143). 8pp.
Denmark (ET 70-145). 16pp.
Hong Kong (ET 70-146). 12pp.
Tunisia (ET 70-147). 20pp.

International Marketing Information Service

Exhibitor's Export Market Guides

German market appears ripe for latest U.S. industrial assembly equipment (IMIS 70-57). 4pp. 10¢.

Britain offers good market for latest U.S. printing & bookbinding equipment (IMIS 70-58). 4pp. 10¢.

Automation controls & related devices for production market strong in Japan (IMIS 70-60). 8pp. 10¢.

New uses for plastics offer opportunities for U.S. exporters in big German market (IMIS 70-62). 8pp. 10¢.

Excellent German market seen for U.S. metallurgic, instrumentation equipment (IMIS 70-65). 4pp. 10¢

Japan is major growing market for U.S. production materials for electronics (IMIS 70-66). 4pp. 10¢.

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World's largest maritime show aims at booming Western European market (IMIS 70-68). 12pp. 10¢.

Japan offers $50 million market for chromatography and spectroscopy firms (IMIS 70-69). 4pp. 10¢.

World Markets for U.S. Exports

Air conditioning and refrigeration equipment—United Kingdom (IMIS 70-231). 10pp. 10¢.

Pumps, Valves & compressors—The Netherlands. (IMIS 70-233). 10pp. 10¢.

Pumps, valves and compressors—Germany (IMIS 70-235). 12pp. 10¢.

Food processing and packaging machinery —Ireland (IMIS 70-236). 10pp. 10¢.

Pumps, valves and compressors—Sweden (IMIS 70-237). 10pp. 10¢.

Overseas Business Reports

Annual subscription $16 ($5 more for foreign mailing). Single copy 15¢.

Establishing a business in the Federal Republic of Germany and West Berlin (OBR 70-44). 24pp. Supersedes OBR 67-82.

Trading with East Europe (OBR 70-52). 8pp.

Index numbers of U.S. exports and imports, 1919-69 (OBR 70-53). 20pp.

Foreign trade regulations of Guyana (OBR 70-70). 6pp. Supersedes OBR 66-64.

Selling in Israel (OBR 70-71). 8pp. Supersedes OBR 65-1.

The international investment position of the United States: Developments in 1969 (OBR 70-72). 20pp. Reprinted from October 1970 issue of Survey of Current Business, Office of Business Economics.

U.S. foreign trade by quarters: July-Sept. 1968, July-Sept. 1970 (OBR 70-73). 28pp.

U.S. trade with major trading partners 1965-69 (OBR 70-74). 40pp.

Market factors in the Federal Republic of Germany (OBR 70-75). 8pp. Supersedes OBR 65-16.

World trade outlook for Western Europe & Canada (OBR 70-79). 18pp.

Basic data on the economy of Finland (OBR 70-84). 16pp. Supersedes OBR 66-74.

ECONOMIC AFFAIRS

BUREAU OF THE CENSUS

Business Conditions Digest. January 1971. Data through December. Series ES1, No. 71-1. Annual subscription $15 ($3.75 more for foreign mailing). Single copy $1.50. Monthly report bringing together many of the economic time series found most useful by business analysts.

Defense Indicators. January 1971. Series ES4, No. 71-1. Annual subscription $3.50 ($1 more for foreign mailing). Single copy 35¢. This monthly report brings together the principal time series on defense activity.

Small-area data notes. Vol. 5, No. 12. 8pp. 10¢.

Agriculture

Report on cotton ginnings prior to Jan. 16, 1971 for the crop of 1970, by States (A10: 70-11). 1p. 10¢.

Construction and Housing

Housing authorized by building permits and public contracts: November 1970 (C40 70-11). Subscription: Series C40, price $11 per year; $2.75 more for foreign mailing. Single copy 70¢.

Value of new construction put in place: November 1970 (C30-70-11). Annual subscription $1.50, includes monthly and annual supplement. Single copy 10¢.

Sales of new one-family homes: November 1970 (C25 70-11). Annual subscription (including monthly, quartely, and annual reports), $3. Single copy prices: monthly 10¢, quarterly 25¢ and annual $1.

1970 Census of Housing

General Housing Characteristics—Advance Reports

Alabama (HV(V1)-2). 16p. 30¢.
Arkansas (HC(V1)-5). 16pp. 30¢.
Louisiana (HC(V1)-20). 16pp. 30¢.
Mississippi (HC(V1)-26). 16pp. 30¢.
Nebraska (HC(V1)-29). 16pp. 30¢.
Oregon (HC(V1)-39). 12pp. 30¢.
Utah (HC(V1)-46). 10pp. 30¢.

1967 Census of Construction Industries

Area Statistics—
California (CC67-A-6).

Construction Reports

Authorized construction, Washington, D.C. area: December 1970 (C41-70-12). Annual sub. $1. Single copy 10¢.

Housing completions: September 1970 (C22-70-9). Annual sub. $1. Single copy 10¢.

Housing starts: December 1970 (C20-70-12). Annual sub. $1.50. Single copy 15¢.

Distribution and Services

Weekly retail sales. Estimated weekly retail sales of retail stores in the United States week ending Jan. 23, 1971 (CB 71-303). Jan. 28, 1971. 2pp. 10¢.

Estimated weekly retail sales of retail stores in the United States, week ending Jan. 30, 1971 (CB 71-311). 2pp. 10¢.

Monthly retail trade—sales and accounts receivable: Sept. 1970 (BR-70-9). 36 pp. 25¢.

Monthly department stores sales in selected areas: September 1970 (BD-70-9). Annual subscription $1. Single copy 10¢.

Foreign Trade

U.S. general imports—cotton manufactures, country and Geneva agreement category: (December 1970) (FT 130). Annual subscription $1. Single copy 10¢.

U.S. exports—schedule B commodity and country: October 1970 (FT 410). Annual subscription $33 ($8.25 more for foreign mailing). Single copy $2.75.

U.S. foreign trade. Export and import merchandise trade: December 1970 (FT 900). Annual sub. (FT 900, 975, 985, and 986 combined). $3. Single copy 10¢.

U.S. airborne foreign trade. Customs district by continent: November 1970 (FT 986). Annual sub. (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

Highlights of U.S. export and import trade: December 1970 (FT 990). Annual subscription $5 ($1.25 more for foreign mailing). Single copy 45¢.

U.S. foreign trade. U.S. gold movements: December 1970 (FT 2402). Annual subscription $1. Single copy 10¢.

Industry

1967 Census of Mineral Industries

Industry Series:

Metal mining services and miscellaneous metal ores (MIC67(1)-10D). 28pp. 45¢.

Crude petroleum and natural gas (MIC67 (1)-13A). 88pp. $1.

Nonmetallic minerals (except fuels) services and miscellaneous nonmetallic minerals (MIC67(1)-14E). 44pp. 55¢.

Current Industrial Reports

Shipments of knit cloth, including interplant transfers: summary for 1969 (Series: MQ-22K (69)-5). Price 25¢. Subscription $1 per year.

Lumber production and mill stocks: 1969 (Series: MA-24T(69)-1). Price 25¢.

Pharmaceutical preparations, except biologicals: 1969 (Series: MA-28G(69)-1). Price 25¢.

Air-conditioning and refrigeration equipment: 1969 (Series: MA-35M(69)-1). Price 25¢.

Population

Mobility of the population of the United States, March 1969 to March 1970 (Series P-20, No. 210). 56pp. 50¢.

Estimates of the population of the United States to Dec. 1, 1970 (Series P-25, No. 455). 2pp. 5¢.

1970 Census of Population

Final Population Counts—Advance Reports

Illinois (PC(V1)-15). 40pp. 25¢.
Maryland (PC(V1)-22). 12pp. 25¢.
Michigan (PC(V1)-24). 24pp. 25¢
New York (PC(V1)-34). 24pp. 25¢.

General Population Characteristics—Advance Reports

Alabama (PC(V2)-2). 16pp. 30¢.
Arkansas (PC(V2)-5). 16pp. 30¢.
Louisiana (PC(V2)-20). 16pp. 30¢.
Mississippi (PC(V2)-26). 16pp. 30¢.
Oregon (PC(V2)-39). 12pp. 30¢.
Utah (PC(V2)-46) 8pp. 30¢.

Current Population Reports

Population Characteristics

Previous and prospective fertility: 1967 (Series P-20, No. 211). 42pp. 45¢.

Marital status and family status: March 1970 (Series P-20, No. 212). 43pp. 45¢.

ECONOMIC DEVELOPMENT

The Local Economic Development Corporation: Legal and Financial Guidelines. 277pp. $2. This is a legal and financial source book consisting of three parts. Part I presents many of the factors and some of the alternative approaches to be considered in organizing an LEDC. Part II discusses some of the kinds of enterprises that an LEDC may wish to establish or support. Part III discusses common financial problems and many sources of financing for LEDCs and LEDC-supported enterprises.

1967 Census of Business

Change Sheet—Selected Services

Law firms (BC67-SS5). Issued January 1971.

Change Sheets—Retail Trade

Revisions have been made in the following reports:

Kansas (BC67-RA18).
Kentucky (BC67-RA19).
Louisiana (BC67-RA20).
Michigan (BC67-RA24).
Oklahoma (BC67-RA38).
Pennsylvania (BC67-RA40).
South Carolina (BC67-RA42).
Texas (BC67-RA45).
Virginia (BC67-RA48).

SCIENCE AND TECHNOLOGY

NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION

NOAA. January 1971. Vol. 1, No. 1. Annual subscription $3 (75¢ more for foreign mailing). Single copy 75¢.

Monthly Weather Review. January 1971. Vol. 99, No. 1. Annual subscription $7.50 ($2 more for foreign mailing). Single copy 65¢.

Extreme ultraviolet flashes of solar flares observed via sudden frequency deviations (ESSA TR ERL 169-SDL 14). 102 pp. $1. These results are based on ten years of observations at Boulder wherein about 2000 sudden frequency deviations were detected and scaled.

Earth sciences laboratories progress report—Fiscal year 1970 (NOAA TR ERL 189-ESL 13). 24pp. 30¢. The Earth Science Laboratories conducts exploratory, advanced and applied research in geomagnetism, seismology, and geodesy and related earth sciences.

NATIONAL BUREAU OF STANDARDS

Technical news bulletin. January 1971. Vol. 55, No. 1. Annual subscription $3 ($1 more for foreign mailing). Single copy 30¢.

Status of thermal analysis (Spec. Publ. 338). 189pp. $1. Contains symposium papers on differential thermal analysis, differential scanning calorimetry, development of standards for DTA temperature scales, and applications in high temperature, biochemical, polymer and explosive materials.

The ion storage technique for application in frequency standards (Tech. Note 388). 23pp. 35¢. Describes the basic technique of trapping ions in a quadrupole configuration driven by a radio frequency field.

Preliminary study on the characteristics and design parameters for a Mossbauer resonant detector (Tech. Note 541). January 1971. 65pp. 65¢. This report begins with a review of all of the methods of detection for this spectroscopy and describes the expected advantages of the resonant detector. Efforts to produce an iron bearing resonant material are described.

ARPA-NBS program of research on high temperature materials and laser materials (Tech. Note. 565). Reporting period Jan. 1 to June 30, 1970. 84pp. 75¢. Brief reviews of work performed on several problems in the areas of high temperature materials and laser materials.

NATIONAL TECHNICAL INFORMATION SERVICE

Order the following reports on Government-sponsored research from: National Technical Information Service, 5285 Port Royal Road, Springfield, Virginia 22151. Make check or money order payable to National Technical Information Service. Price for each document is $3 (microfiche 95¢), unless otherwise specified.

Trade designations of plastics and related materials (revised) (AD-715 401). Plastics Technical Evaluation Center, Picatinny Arsenal, Dover, N.J. Paper copy $6 (microfiche 95 cents), 176pp. Compiles approximately 5,100 trademarks and brand names of plastics and related materials together with a short description of the item and the name of the manufacturer. Report supersedes AD-481 788 dated December 1965.

Master index to engineering data files in sixteen millimeter microfilm formats (AD-715 428). Dataflow Systems, Inc., Bethesda, Md., for the Army, 76pp. Provides the following information on 45 government and commercial engineering data files in 16 mm. micro-film formats; file size and type; arrangement of information and type of index; security classification file availability (noting address and distribution source, restrictions, and costs); number of reels (cartridges); period covered and updating cycle; and general subject content.

Electrospace planning and engineering for the air traffic environment (Report No. FAA-RD-70-71). 310pp. $2.25. Service limitations imposed upon VHF/UHF-SHF radio communication links by cochannel and adjacent-channel interference is the primary subject of this report, but limitations imposed by intermodulation and noise also are discussed. Methods for predicting available desired-to-undesired signal ratios (protection ratio) and determining the required protection ratio are summarized. Appendices on frequency sharing with an air traffic control satellite, modulation characteristics, and system performance measurements are included.

Survey of scientific-technical tape services (PB-196 154). American Institute of Physics, New York, N.Y., for the National Science Foundation. 71pp. Lists 55 tape services that can provide libraries and information centers with data bases of reference information on scientific and technical literature. For each tape service, the report lists tape originator and contact for further information, frequency of tape issues, number of items reported on an average tape, most frequently used access points, type of indexing, software availability, type of in-house service offered, and publications produced from base by originator.

Trends in usage of rare earths (PB-196 330). National Academy of Sciences—National Academy of Engineering, Washington, D.C. 83pp. Considers the status of rare earths in relation to sources, production, cost, and utilization. Projected uses for these materials in the near future (five years) as well as long-range (25 years) are given.

A guide to the 1970 Census data and map products and evaluation of their utility in computer-assisted analysis (PB-196 331). Univ. of Washington, Seattle, for the National Science Foundation, 78pp. A managerial-level introduction to selected, pertinent technology associated with 1970 Census machine-readable data products and map by-products, utility of these products, and problems pertaining to their use in computer-assisted analysis.

Published transportation reports (PB-196 348). Office of High Speed Ground Transportation, Federal Railroad Admin., Dept. of Transportation, Washington, D.C., 46pp. Bibliography (with abstracts) listing 225 major research reports published by the Department of Transportation. All reports listed are available from the National Technical Information Service (NTIS).

University curriculums and fellowships in radiological health (PB-196 443). Bureau of Radiological Health, Rockville, Md., 88pp. Describes academic programs funded through the Radiological Health Training Grants Program. Report covers degree offered, prerequisites, curriculums, objectives, and source of further information for each school.

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> *"This year over one million servicemen and women will complete their military service in the Armed Forces and return to civilian life. Almost four million Vietnam era veterans have already returned to civilian life. These servicemen and women deserve every opportunity that a grateful nation can provide."*
>
> **Richard M. Nixon**

The President has announced a program to help veterans get jobs.

Now he's asking for your help.

Most veterans returning to civilian life seek jobs. For many, this is a period of uncertainty... perhaps difficulty. Veterans not only *deserve* your help, but they have something extra to offer—clerical, trade, technical, professional, and supervisory skills learned in the service—plus the use of the GI Bill to learn while they work. Equally important, they have maturity, self discipline and motivation!

The Jobs for Veterans program is designed to widen job and training opportunities for veterans. The Federal Government is mobilized. States, cities and counties have been encouraged to form local Jobs for Veterans Task Forces.

Do your part! Urge your firm to hire and train vets. Work with your local business, labor, government, veterans and civic organizations to help veterans find meaningful jobs.

To hire a veteran—see the local office of the State Employment Service. For information on training programs for veterans, contact the local office of the Veterans Administration.

DON'T FORGET. HIRE THE VET.
James F. Oates, Jr., National Chairman—Jobs for Veterans

JOBS FOR VETERANS

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